

Business Hospitality

# **New Hospitality Service Order Agreements and Hospitality Coax Construction Payback Modeling**

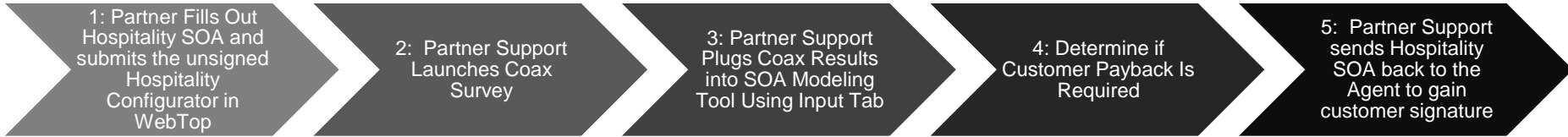
July 2013

COMCAST  
**BUSINESS**

# Business Hospitality Construction Payback Guidelines

- **What is the New Payback Model?** – The Hospitality SOA has been enhanced to include built-in financial modeling capabilities that ensure the financial viability of each Hospitality deal. This additional functionality also streamlines the review and approval of Hospitality deals that *may* require an Financial ICB request.
- **When?** - New payback model introduced on **July 23rd, 2013** and is embedded into the Hospitality voice, video and data SOA.
- **SOA Version Update:** The updated SOAs (Public and Private) versions with embedded payback model is labeled as version: **Public = v7.1.13, Private = v7.1.13**. Updated versions are available on our Partner Portal “WebTop”.
- **SOA Requirement:** This new SOA version v7.1.13 or newer must be leveraged for all new sales orders as of **August 22<sup>nd</sup>**. The older version will only be order accepted (OA'd) if the SOA is customer signed prior to 8/22.
- **Who?:** Applies to all approved Hospitality Certified Partners

# New Hospitality Process



| Selection (X)                 |   |
|-------------------------------|---|
| Hospitality Voice             |   |
| Hospitality Internet          |   |
| Hospitality Video             | X |
| Business Class Public View TV |   |

|                       |    |
|-----------------------|----|
| Service Term (Months) | 36 |
|-----------------------|----|

|                                   |    |
|-----------------------------------|----|
| Total Number of Hotel Guest Rooms | 15 |
|-----------------------------------|----|

| COMCAST BUSINESS CLASS HOSPITALITY SERVICE DETAILS                       |               |            |            |
|--|---------------|------------|------------|
| <b>Hospitality Voice*</b>  |               |            |            |
| VOICE SELECTIONS   | Quantity      | Unit Cost  | Total Cost |
| Full Featured Voice Lines  |               |            | \$0.00     |
| Basic Lines  |               |            | \$0.00     |
| Toll Free Number   |               |            | \$0.00     |
| Voice - eMTA Equipment Fee   |               |            | \$0.00     |
| Voicemail  |               |            | \$0.00     |
| VOICE OPTIONS  | Selection (X) | Total Cost |            |
| Directory Listing Suppression Fee  |               |            |            |
| Auto-Attendant   |               |            |            |
| <small>*Voice offers &amp; options not available in all markets.</small> |               |            |            |
| <b>Hospitality Video*</b>  |               |            |            |
| VIDEO SELECTIONS (In Room Only)  | #Rooms        | Cost/Room  | Total Cost |
| Digital Standard   | 15            | \$8.00     | \$120.00   |
| HD Standard  |               |            | \$0.00     |
| HBO  |               |            | \$0.00     |
| Showtime   |               |            | \$0.00     |
| VIDEO EQUIPMENT  | #Rooms        | Cost/Room  | Total Cost |
| DTA  |               |            | \$0.00     |
| DSTB   | 15            | \$2.20     | \$33.00    |
| mini mDTA  |               |            |            |
| mDTA   |               |            |            |
| Q2Q  |               |            |            |
| <small>*In room only</small>   |               |            |            |

## IMPORTANT TIP

- ❑ Ensure the Hospitality SOA service term and ALL applicable products, equipment and promos are listed in their entirety on the SOA prior to moving to step 3.