

# Hospitality

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|----------|---|
| Page 216 | <b>Hospitality Internet MRC Discount</b><br>MRC Discount off Business Hospitality Internet Starter, Deluxe 75, and Deluxe 100 Plus with purchase of Hospitality Free To Guest Video. 3 or 5 Year Term Required. <ul style="list-style-type: none"><li>• Starter (2 Modem): \$30 MRC Discount off rate card of \$99.95 for discounted rate of \$69.95 (50 rooms or less)</li><li>• Deluxe 75: \$150 MRC Discount off rate card of \$399.95 for discounted rate of \$249.95</li><li>• Deluxe 100 Plus: \$150 MRC Discount off rate card of \$499.95 for discounted for rate of \$349.95</li></ul> |
| Page 219 | <b>\$7 Per Room HD Video Hospitality Rate Back Pocket Offer (\$2 MRC Discount Off \$11 Rate Card)</b><br><b>Central and West</b><br>Hospitality Free To Guest (FTG) HD Video Service for \$7 per room, regularly \$11 per room with purchase of Hospitality Internet or Ethernet Service. <ul style="list-style-type: none"><li>• 5 Year Term required</li><li>• Hospitality Internet Deluxe 50 and Higher or Ethernet Required</li></ul>   |
| Page 220 | <b>\$9 Per Room HD Video Hospitality Rate Back Pocket Offer (\$2 MRC Discount Off \$11 Rate Card)</b><br>Hospitality Free To Guest (FTG) HD Video Service for \$9 per room, regularly \$11 per room with purchase of Hospitality Internet or Ethernet Service. <ul style="list-style-type: none"><li>• 5 Year Term required</li><li>• Hospitality Internet Deluxe 50 and Higher or Ethernet Required</li></ul>  |
| Page 221 | <b>Hospitality: Business Trunk PRI + Hospitality Internet or FTG Video Bundles</b><br>Multi-PRI pricing of \$100 off 1st PRI for rate of \$389 and \$200 off 2nd Full PRI for rate of \$289 with Hospitality Internet Deluxe 50 or higher OR Hospitality FTG Video.   |
| Page 222 | <b>Hospitality: Business Trunk PRI Back Pocket Offer:</b><br><b>Additional \$100 OFF 1ST Full PRI with HI D100+ or FTG Video</b><br><b>Central and West</b><br>Additional \$100 MRC Discount off 1st Full PRI, making a total of \$200 off the 1st Full PRI with Hospitality Internet D100+ or Hospitality FTG Video. Minimum 2 Year Term required.   |
| Page 223 | <b>Hospitality: Business Trunk PRI Back Pocket Offer:</b><br><b>Additional \$50 OFF 1ST Full PRI with HI D100+ or FTG Video</b><br><b>Northeast</b><br>Additional \$50 MRC Discount off 1st Full PRI, making a total of \$150 off the 1st Full PRI with Hospitality Internet D100+ or Hospitality FTG Video. Minimum 2 Year Term required.  |

# Hospitality Internet MRC Discount

## OFFER DESCRIPTION:

MRC Discount off Business Hospitality Internet Starter, Deluxe 75, and Deluxe 100 Plus with purchase of Hospitality Free To Guest Video. 3 or 5 Year Term Required.

- Starter (2 Modem): \$30 MRC Discount off rate card of \$99.95 for discounted rate of \$69.95 (50 rooms or less)
- Deluxe 75: \$150 MRC Discount off rate card of \$399.95 for discounted rate of \$249.95
- Deluxe 100 Plus: \$150 MRC Discount off rate card of \$499.95 for discounted for rate of \$349.95

## Back Pocket Option:

- Deluxe 50: \$100 MRC Discount off rate card of \$299.95 for rate of \$199.95

## TIMING

LAUNCH DATE: 12/22/2013

EXPIRATION DATE: 3/31/2015

## AVAILABILITY

DIVISION: All

REGIONS: All

SALES CHANNELS: BAE, EAE, National, Partner

## NEW ACQUISITION BUSINESS RULES

- MRC Discount off Business Hospitality Internet Starter (2 Modem), Deluxe 75, and Deluxe 100 Plus with purchase of Hospitality Free To Guest Video.
  - Starter (2 Modem): \$30 MRC Discount for rate of \$69.95 (50 rooms or less)
  - Deluxe 75: \$150 MRC Discount for rate of \$249.95
  - Deluxe 100 Plus: \$150 MRC Discount for rate of \$349.95
- Minimum 3 Year Term required
- Purchase of Free To Guest Video Required (HD or SD)
- Only Hospitality Internet Starter (2 Modem), Deluxe 75 and Deluxe 100 Plus eligible for MRC Discount
- D75 and D100+ include 2 modems. No change to pricing or discounts if 2<sup>nd</sup> modem is declined.
- Back Pocket Option: Deluxe 50: \$100 MRC Discount for rate of \$199.95 (compensable revenue adjustments may apply)
- New Acquisition Only
- MRC Discount rolls to rate card at end of original term
- E-rate eligible prospects and customers excluded
- Taxes, Usage, Fees and Equipment are Extra

| Hospitality Internet      | HI Rate Card | HI Promo Discount | BI Promo Rate |
|---------------------------|--------------|-------------------|---------------|
| Starter (2 Modem)         | \$99.95      | (\$30)            | \$69.95       |
| Deluxe 75                 | \$399.95     | (\$150)           | \$249.95      |
| Deluxe 100+               | \$499.95     | (\$150)           | \$349.95      |
| <b>Back Pocket Option</b> |              |                   |               |
| Deluxe 50                 | \$299.95     | (\$100)           | \$199.95      |

# Hospitality Internet MRC Discount

## WORKBENCH PROMO CODES

### HI Starter (2 Modems)

WORKBENCH PROMO CODE: HOSP:HIStarter-\$30

PROMO DESCRIPTION: \$30 MRC Discount off Hospitality Internet Starter (2 modem solution)(\$99.95) for discounted rate of \$69.95. Purchase of Hospitality Free To Guest Video Required. MRC Discounts roll to rate card end of original term. Minimum 3 Year Term required, 5 year if HD FTG Video. 50 rooms or less locations. Taxes, Usage, Fees, Equip are Extra

### HI Deluxe 75

WORKBENCH PROMO CODE: HOSP:HID75-\$150

PROMO DESCRIPTION: \$150 MRC Discount off Hospitality Internet D75 (\$399.95) for discounted rate of \$249.95. Purchase of Hospitality Free To Guest Video Required. MRC Discounts roll to rate card end of original term. Minimum 3 Year Term required, 5 year if HD FTG Video. Taxes, Usage, Fees, Equip are Extra

### HI Deluxe 100 Plus,

WORKBENCH PROMO CODE: HOSP:HID100+-\$150

PROMO DESCRIPTION: \$150 MRC Discount off Hospitality Internet D100+ (\$499.95) for discounted rate of \$349.95. Purchase of Hospitality Free To Guest Video Required. MRC Discounts roll to rate card end of original term. Minimum 3 Year Term required, 5 year if HD FTG Video. Taxes, Usage, Fees, Equip are Extra

### BACK POCKET OPTION:

#### HI Deluxe 50

WORKBENCH PROMO CODE: HOSP:HID50-\$100

PROMO DESCRIPTION: \$100 MRC Discount off Hospitality Internet D50 (\$299.95) for discounted rate of \$199.95. Purchase of Hospitality Free To Guest Video Required. MRC Discounts roll to rate card end of original term. Minimum 3 Year Term required, 5 year if HD FTG Video. Taxes, Usage, Fees, Equip are Extra

# Hospitality Internet MRC Discount

## BSC ORDER ENTRY

| Hospitality Internet | Rate Card | Promo Discount | Promo Rate | Rate Code CSG | Discount Code CSG         | Rate Code DST              |
|----------------------|-----------|----------------|------------|---------------|---------------------------|----------------------------|
| Starter 1 modem      | \$69.95   | NA             | NA         | HSH18         | NA                        | 3+2                        |
| Starter 2 modem      | \$99.95   | (\$30)         | \$69.95    | HSH19         | 3 Year: #<<br>5 Year: 5\$ | 3 Year: 3-8<br>5 Year: 3.8 |
| Deluxe 50            | \$299.95  | (\$100)        | \$199.95   | HSH20         | 3 Year: #=<br>5 Year: 6!  | 3 Year: 3-9<br>5 Year: 3.9 |
| Deluxe 75            | \$399.95  | (\$150)        | \$249.95   | HSH21         | 3 Year: -7<br>5 Year: 6\$ | 3 Year: 3.1<br>5 Year: 3/1 |
| Deluxe 100 Plus      | \$499.95  | (\$150)        | \$349.95   | HSH22         | 3 year: .A<br>5 Year: :/  | 3 Year: 3.2<br>5 Year: 3/2 |

**\$7 Per Room Free To Guest (FTG) HD Video Hospitality Rate Back Pocket Offer  
(\$4 MRC Discount Per Room Off \$11 Rate Card)  
(Central and West Division)**

**OFFER DESCRIPTION:**

Hospitality Free To Guest (FTG) HD Video Service for \$7 per room, regularly \$11 per room with purchase of Hospitality Internet or Ethernet Service.

- 5 Year Term required
- Hospitality Internet Deluxe 50 and Higher or Ethernet Required
- 65 Rooms or Greater Required with Q2Q



**TIMING**

LAUNCH DATE: Re-launch 12/22/2013  
EXPIRATION DATE: 3/21/2015

**BUSINESS RULES**

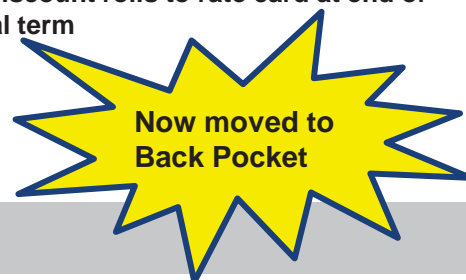
- Hospitality Free To Guest (FTG) HD Video Service for \$7 per room, regularly \$11 per room with purchase of Hospitality Internet (D50 and Higher) or Ethernet Service.
- 5 Year Term required
- Hospitality Internet Deluxe 50 and higher or Ethernet Required
- FTG HD Video required
- HDSTB does not have minimum room requirement
- Q2Q requires 65 rooms or greater
- New Acquisition Only – Cannot be a current Bulk Free to Guest video customer
- \$7 HD room rate rolls to rate card at end of original term
- Taxes, Usage, Equipment, Fees are extra
- E-Rate Eligible Prospects Excluded

**AVAILABILITY**

DIVISION: Central and West  
REGIONS: ALL  
SALES CHANNELS: Sr. BAE, EAE, NAM, Partner

**Stack Options**

- Can be stacked with Hospitality Internet MRC Discounts off Deluxe 75 or Deluxe 100 Plus.
  - Deluxe 75: \$150 MRC Discount for rate of \$249.95
  - Deluxe 100 Plus: \$150 MRC Discount for rate of \$349.95
  - Back Pocket: Deluxe 50: \$100 MRC Discount for rate of \$199.95 (compensable revenue adjustments may apply)
  - MRC Discount rolls to rate card at end of original term



**WORKBENCH PROMO CODES**

|   |  |
|---|--|
| <p><b>\$7 Hospitality FTG HD Video</b><br/>WORKBENCH PROMO CODE: <b>HOSP_7FTGHD</b></p> <p>PROMO DESCRIPTION: \$7 per room Hospitality FTG HD Video, a \$4 MRC discount off rate card of \$11 per room. Minimum Deluxe 50 Hospitality Internet or Ethernet Required. Minimum 65 room location required with Q2Q. 5 Year Term required. MRC Discount rolls to rate card at end of original term. Taxes, Usage, Equipment, Fees are extra</p>   | <p><b>\$7 Hospitality FTG HD Video + \$150 off HI Deluxe 75</b><br/>WORKBENCH PROMO CODE: <b>HOSP_7FTGHD_HID75-\$150</b></p> <p>PROMO DESCRIPTION: \$7 per room Hospitality FTG HD Video, a \$4 MRC discount off rate card of \$11 per room. \$150 MRC Discount off Hospitality Internet Deluxe 75 (\$399.95) for discounted rate of \$249.95. Minimum 65 room location required. 5 Year Term required with Q2Q. MRC Discounts roll to rate card at end of original term. Taxes, Usage, Equipment, Fees are extra</p>                        |
| <p><b>\$7 Hospitality FTG HD Video + \$150 off HI Deluxe 100 Plus</b><br/>WORKBENCH PROMO CODE: <b>HOSP_7FTGHD_HID100+-\$150</b></p> <p>PROMO DESCRIPTION: \$7 per room Hospitality FTG HD Video, a \$4 MRC discount off rate card of \$11 per room. \$150 MRC Discount off Hospitality Internet Deluxe 100+ (\$499.95) for discounted rate of \$349.95. Minimum 65 room location required. 5 Year Term required with Q2Q. MRC Discounts roll to rate card at end of original term. Taxes, Usage, Equipment, Fees are extra</p> | <p><b>BACK POCKET</b><br/><b>\$7 Hospitality FTG HD Video + \$100 off HI Deluxe 50</b><br/>WORKBENCH PROMO CODE: <b>HOSP_7FTGHD_HID50-\$100</b></p> <p>PROMO DESCRIPTION: \$7 per room Hospitality FTG HD Video, a \$4 MRC discount off rate card of \$11 per room. \$100 MRC Discount off Hospitality Internet Deluxe 50 (\$299.95) for discounted rate of \$199.95. Minimum 65 room location required with Q2Q. 5 Year Term required. MRC Discounts roll to rate card at end of original term. Taxes, Usage, Equipment, Fees are extra</p> |

**\$9 Per Room Free To Guest (FTG) HD Video Hospitality Rate Back Pocket Offer  
(\$2 MRC Discount Per Room Off \$11 Rate Card)**

**OFFER DESCRIPTION:**

Hospitality Free To Guest (FTG) HD Video Service for \$9 per room, regularly \$11 per room with purchase of Hospitality Internet or Ethernet Service.

- 5 Year Term required
- Hospitality Internet Deluxe 50 and Higher or Ethernet Required
- 65 Rooms or Greater Required with Q2Q



**TIMING**

LAUNCH DATE: Re-launch 12/22/2013  
EXPIRATION DATE: 3/21/2015

**AVAILABILITY**

DIVISION: All Divisions  
REGIONS: All Regions  
SALES CHANNELS: Sr. BAE, EAE, NAM, Partner

**BUSINESS RULES**

- Hospitality Free To Guest (FTG) HD Video Service for \$9 per room, regularly \$11 per room with purchase of Hospitality Internet (D50 and Higher) or Ethernet Service.
- 5 Year Term required
- Hospitality Internet Deluxe 50 and higher or Ethernet Required
- FTG HD Video required
- HDSTB does not have minimum room requirement
- Q2Q requires 65 rooms or greater
- New Acquisition Only – Cannot be a current Bulk Free to Guest video customer
- \$9 HD room rate rolls to rate card at end of original term
- Taxes, Usage, Equipment, Fees are extra
- E-Rate Eligible Prospects Excluded

**Stack Options**

- Can be stacked with Hospitality Internet MRC Discounts off Deluxe 75 or Deluxe 100 Plus.
  - Deluxe 75: \$150 MRC Discount for rate of \$249.95
  - Deluxe 100 Plus: \$150 MRC Discount for rate of \$349.95
  - Back Pocket: Deluxe 50: \$100 MRC Discount for rate of \$199.95 (compensable revenue adjustments may apply)
  - MRC Discount rolls to rate card at end of original term



**WORKBENCH PROMO CODES**

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| <p><b>\$9 Hospitality FTG HD Video</b><br/>WORKBENCH PROMO CODE: <b>HOSP_9FTGHD</b></p> <p>PROMO DESCRIPTION: \$9 per room Hospitality FTG HD Video, a \$2 MRC discount off rate card of \$11 per room. Minimum Deluxe 50 Hospitality Internet or Ethernet Required. Minimum 65 room location required with Q2Q. 5 Year Term required. MRC Discount rolls to rate card at end of original term. Taxes, Usage, Equipment, Fees are extra</p>   | <p><b>\$9 Hospitality FTG HD Video + \$150 off HI Deluxe 75</b><br/>WORKBENCH PROMO CODE: <b>HOSP_9FTGHD_HID75-\$150</b></p> <p>PROMO DESCRIPTION: \$9 per room Hospitality FTG HD Video, a \$2 MRC discount off rate card of \$11 per room. \$150 MRC Discount off Hospitality Internet Deluxe 75 (\$399.95) for discounted rate of \$249.95. Minimum 65 room location required with Q2Q. 5 Year Term required. MRC Discounts roll to rate card at end of original term. Taxes, Usage, Equipment, Fees are extra</p>                        |
| <p><b>\$9 Hospitality FTG HD Video + \$150 off HI Deluxe 100 Plus</b><br/>WORKBENCH PROMO CODE: <b>HOSP_9FTGHD_HID100+-\$150</b></p> <p>PROMO DESCRIPTION: \$9 per room Hospitality FTG HD Video, a \$2 MRC discount off rate card of \$11 per room. \$150 MRC Discount off Hospitality Internet Deluxe 100+ (\$499.95) for discounted rate of \$349.95. Minimum 65 room location required with Q2Q. 5 Year Term required. MRC Discounts roll to rate card at end of original term. Taxes, Usage, Equipment, Fees are extra</p> | <p><b>BACK POCKET</b><br/><b>\$9 Hospitality FTG HD Video + \$100 off HI Deluxe 50</b><br/>WORKBENCH PROMO CODE: <b>HOSP_9FTGHD_HID50-\$100</b></p> <p>PROMO DESCRIPTION: \$9 per room Hospitality FTG HD Video, a \$2 MRC discount off rate card of \$11 per room. \$100 MRC Discount off Hospitality Internet Deluxe 50 (\$299.95) for discounted rate of \$199.95. Minimum 65 room location required with Q2Q. 5 Year Term required. MRC Discounts roll to rate card at end of original term. Taxes, Usage, Equipment, Fees are extra</p> |



## HOSPITALITY: Business Trunk PRI + Hospitality Internet or FTG Video Bundles

**Multi-PRI pricing of \$100 off 1<sup>st</sup> PRI for rate of \$389 and \$200 off 2<sup>nd</sup> Full PRI for rate of \$289 with Hospitality Internet Deluxe 50 or higher OR Hospitality FTG Video.**

### TIMING

LAUNCH DATE: 2/22/2014

EXPIRATION DATE: 3/21/2015

### AVAILABILITY

DIVISION: All Divisions

REGIONS: All Regions

SALES CHANNELS: Sr. BAE, EAE, Partner

### Multi PRI Pricing

| # Channels                     | HI Tier   | 1 <sup>st</sup> PRI  | 2 <sup>nd</sup> PRI  |
|--------------------------------|---|----------------------|----------------------|
| Full PRI<br>(23 Channels)      | Hospitality Internet D50 or higher OR FTG Video | \$389                | \$289                |
| Fractional PRI<br>(6 Channels) | Hospitality Internet D50 or higher OR FTG Video | \$349<br>(Rate Card) | \$349<br>(Rate Card) |

### BUSINESS RULES

- Multi-PRI pricing of \$100 off 1<sup>st</sup> PRI for rate of \$389 and \$200 off 2<sup>nd</sup> Full PRI for rate of \$289
- Minimum 2 Year Term required (3 Year term if stack of Back Pocket Offers)
- New Acquisition and Retention Only
- Requires Hospitality Internet Deluxe 50 or higher OR Hospitality FTG Video
- Business Trunk PRI MRC Discounts roll to rate card at end of original term
- Available to Account Managers and Retention for Renewals
- Taxes, Usage, Fees and Equipment are extra
- E-rate eligible prospects and customers excluded

### Back Pocket Stack Options

- Standard Installation Waiver, compensable revenue adjustments may apply
  - Expedited orders Excluded

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|--|--|
| <p><b>Hosp Internet D50 or higher + 1 Full PRI</b><br/>WORKBENCH PROMO CODE: <a href="#">Hosp_1FullPRI</a></p> <p>PROMO DESCRIPTION: \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. Hospitality Internet Deluxe 50 or higher OR Hospitality FTG Video required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.</p>  | <p><b>Hosp Internet D50 or higher + 2 Full PRI</b><br/>WORKBENCH PROMO CODE: <a href="#">Hosp_2FullPRI</a></p> <p>PROMO DESCRIPTION: \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. Hospitality Internet Deluxe 50 or higher OR Hospitality FTG Video required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.</p>  |
| <p><b>Hosp Internet D50 or higher + 1 Full PRI + Install Waived</b><br/>WORKBENCH PROMO CODE: <a href="#">Hosp_1FullPRI_WVI</a></p> <p>PROMO DESCRIPTION: \$100 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$389. Hospitality Internet Deluxe 50 or higher OR Hospitality FTG Video required. PRI MRC Discount rolls to rate card at end of original term. Standard Installation Waived, expedited orders excluded. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra</p> | <p><b>Hosp Internet D50 or higher + 1 Full PRI + Install Waived</b><br/>WORKBENCH PROMO CODE: <a href="#">Hosp_2FullPRI_WVI</a></p> <p>PROMO DESCRIPTION: \$300 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$678. Hospitality Internet Deluxe 50 or higher OR Hospitality FTG Video required. PRI MRC Discount rolls to rate card at end of original term. Standard Installation Waived, expedited orders excluded. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra</p> |

**HOSPITALITY: Business Trunk PRI Back Pocket Offer:  
Additional \$100 OFF 1<sup>ST</sup> Full PRI with HI D100+ or FTG Video  
(Central and West Division)**

**Additional \$100 MRC Discount off 1st Full PRI, making a total of \$200 off the 1st Full PRI with Hospitality Internet Internet D100+ or Hospitality FTG Video. Minimum 2 Year Term required.**

**TIMING**

**LAUNCH DATE: 2/22/2014  
EXPIRATION DATE: 3/21/2015**

**AVAILABILITY**

**DIVISION: Central and West  
REGIONS: All Regions  
SALES CHANNELS: Sr. BAE, EAE, Partner**

**Multi PRI Pricing + \$100 BPO**

| # Channels                  | Hospitality Internet | 1 <sup>st</sup> PRI + BPO | 2 <sup>nd</sup> PRI |
|-----------------------------|----------------------|---------------------------|---------------------|
| Full PRI (23 Channels)      | Deluxe 100+          | \$289                     | \$289               |
| Fractional PRI (6 Channels) | Deluxe 100+          | \$349 (Rate Card)         | \$349 (Rate Card)   |

**BUSINESS RULES**

- Additional \$100 MRC Discount off 1<sup>st</sup> Full PRI, making a total of \$200 off the 1<sup>st</sup> Full PRI with Hospitality Internet D100+ or Hospitality FTG Video
- 3 Year Term required
- New Acquisition and Retention Only
- Hospitality Internet Internet Deluxe 100+ Required or Hospitality FTG Video
- Business Trunk PRI MRC Discounts roll to rate card at end of original term
- Available to Account Managers and Retention for Renewals
- Taxes, Usage, Fees and Equipment are extra
- Compensable Revenue Adjustments May Apply
- E-rate eligible prospects and customers excluded

**Back Pocket Stack Options**

- Standard Installation Waiver, compensable revenue adjustments may apply
  - Expedited orders Excluded

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|---|---|
| <p><b>Hosp Internet D100 Plus + 1 Full PRI + \$100 BPO</b><br/>WORKBENCH PROMO CODE: <a href="#">HospC/W_1FullPRIBP</a></p> <p>PROMO DESCRIPTION: \$200 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$289. Deluxe 100+ Hospitality Internet or Hospitality FTG Video required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.</p>  | <p><b>Hosp Internet D100 Plus + 1 Full PRI + \$100 BPO</b><br/>WORKBENCH PROMO CODE: <a href="#">HospC/W_2FullPRIBP</a></p> <p>PROMO DESCRIPTION: \$400 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$578. Deluxe 100+ Hospitality Internet or Hospitality FTG Video required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.</p>  |
| <p><b>Hosp Internet D100 Plus + 1 Full PRI + \$100 BPO</b><br/><b>Install Waived, 3 Year Term required</b><br/>WORKBENCH PROMO CODE: <a href="#">HospC/W_1FullPRIBP_WVI</a></p> <p>PROMO DESCRIPTION: \$200 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$289. Deluxe 100+ Hospitality Internet or Hospitality FTG Video required. PRI MRC Discount rolls to rate card at end of original term. Standard Installation Waived, expedited orders excluded. 3 Year Term required. Taxes, Usage Fees and Equip Extra.</p> | <p><b>Hosp Internet D100 Plus + 1 Full PRI + \$100 BPO</b><br/><b>Install Waived, 3 Year Term required</b><br/>WORKBENCH PROMO CODE: <a href="#">HospC/W_2FullPRIBP_WVI</a></p> <p>PROMO DESCRIPTION: \$400 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$578. Deluxe 100+ Hospitality Internet or Hospitality FTG Video required. PRI MRC Discount rolls to rate card at end of original term. Standard Installation Waived, expedited orders excluded. 3 Year Term required. Taxes, Usage Fees and Equip Extra.</p> |



**HOSPITALITY: Business Trunk PRI Back Pocket Offer:  
Additional \$50 OFF 1<sup>ST</sup> Full PRI with HI D100+ or FTG Video  
(Northeast)**

**Additional \$50 MRC Discount off 1st Full PRI, making a total of \$150 off the 1st Full PRI with Hospitality Internet Internet D100+ or Hospitality FTG Video. Minimum 2 Year Term required.**

**TIMING**

**LAUNCH DATE: 2/22/2014  
EXPIRATION DATE: 3/21/2015**

**AVAILABILITY**

**DIVISION: Northeast  
REGIONS: All Regions  
SALES CHANNELS: Sr. BAE, EAE, Partner**

**Multi PRI Pricing + \$50 BPO**

| # Channels                  | Hospitality Internet | 1 <sup>st</sup> PRI + BPO | 2 <sup>nd</sup> PRI |
|-----------------------------|----------------------|---------------------------|---------------------|
| Full PRI (23 Channels)      | Deluxe 100+          | \$339                     | \$289               |
| Fractional PRI (6 Channels) | Deluxe 100+          | \$349 (Rate Card)         | \$349 (Rate Card)   |

**BUSINESS RULES**

- Additional \$50 MRC Discount off 1<sup>st</sup> Full PRI, making a total of \$150 off the 1<sup>st</sup> Full PRI with Hospitality Internet D100+ or Hospitality FTG Video
- 3 Year Term required
- New Acquisition and Retention Only
- Hospitality Internet Internet Deluxe 100+ Required or Hospitality FTG Video
- Business Trunk PRI MRC Discounts roll to rate card at end of original term
- Available to Account Managers and Retention for Renewals
- Taxes, Usage, Fees and Equipment are extra
- Compensable Revenue Adjustments May Apply
- E-rate eligible prospects and customers excluded

**Back Pocket Stack Options**

- Standard Installation Waiver, compensable revenue adjustments may apply
  - Expedited orders Excluded

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| <p><b>Hosp Internet D50 or higher + 1 Full PRI + \$50 BPO</b><br/>WORKBENCH PROMO CODE: <a href="#">HospNED_1FullPRIBP-\$50</a></p> <p>PROMO DESCRIPTION: \$150 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$339. Deluxe 100+ Hospitality Internet or Hospitality FTG Video Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra</p>   | <p><b>Hosp Internet D50 or higher + 2 Full PRI + \$50 BPO</b><br/>WORKBENCH PROMO CODE: <a href="#">HospNED_2FullPRIBP-\$50</a></p> <p>PROMO DESCRIPTION: \$350 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$628. Deluxe 100+ Hospitality Internet or Hospitality FTG Video Required. PRI MRC Discount rolls to rate card at end of original term. Minimum 2 Year Term required. Taxes, Usage Fees and Equip Extra.</p>  |
| <p><b>Hosp Internet D50 or higher + 1 Full PRI + \$50 BPO</b><br/><b>Install Waived, 3 Year Term required</b><br/>WORKBENCH PROMO CODE: <a href="#">HospNED_1FullPRIBP-\$50_WVI</a></p> <p>PROMO DESCRIPTION: \$150 MRC Discount off 1 Full (23 Channel) Business Trunk PRI for a reduced rate of \$339. Deluxe 100+ Hospitality Internet or Hospitality FTG Video Required. PRI MRC Discount rolls to rate card at end of original term. Standard Installation Waived, expedited orders excluded. 3 Year Term required. Taxes, Usage Fees and Equip Extra.</p> | <p><b>Hosp Internet D50 or higher + 1 Full PRI + \$50 BPO</b><br/><b>Install Waived, 3 Year Term required</b><br/>WORKBENCH PROMO CODE: <a href="#">HospNED_2FullPRIBP-\$50_WVI</a></p> <p>PROMO DESCRIPTION: \$350 total MRC Discount off 2 Full (23 Channels each) Business Trunk PRI for a reduced rate of \$628. Deluxe 100+ Hospitality Internet or Hospitality FTG Video Required. PRI MRC Discount rolls to rate card at end of original term. Standard Installation Waived, expedited orders excluded. 3 Year Term required. Taxes, Usage Fees and Equip Extra.</p> |