Exhibit 6:

Ameritech Chicago HICAP Track Report
1Q97

AMERITECH

CHICAGO HICAP TRACK℠

FIRST QUARTER, 1997

July 31, 1997

QUALITY STRATEGIES®

WASHINGTON, D.C.

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OBJECTIVE

The objective of this research is to review the level of competitive threat to Ameritech's HICAP business as of the first quarter of 1997 in the Chicago metropolitan area.

RESULTS AND OUTPUT

QUALITY STRATEGIES presents the following sets of results for Ameritech and its competitors.

LOCAL DISTRIBUTION CHANNEL (LDC) RESULTS AND OUTPUT

QUALITY STRATEGIES presents two sets of Local Distribution Channel (LDC) results for each metropolitan area:

- **Summary Results** of the Special Access marketplace. Results are presented for Ameritech's business units (ALDIS, Custom Business Services [CBS], Enhanced Business Services [EBS], Small Business Services [SBS], and Information Industry Services [II]) and each CAP competitor across the Chicago metropolitan area. Results are presented in Special Access LDCs as of 1Q97.
- **Market Size and Growth** provides estimates of Ameritech (all business units) and competitors' growth rates (4Q96 to 1Q97) of Special Access circuits. Ameritech's share of market growth (i.e., Ameritech's growth divided by total market growth) and competitors' share of market growth is also provided. Market size and growth estimates incorporate Special Access DS-1s and DS-3s only, which are presented in LDCs.

IXC POP RESULTS AND OUTPUT

QUALITY STRATEGIES presents two sets of POP market share results for the Chicago and Chicago Suburban metropolitan areas:

- **IXC POP Share** provides estimates of the share of CO-to-POP and POP-to-POP circuits provided to the leading IXCs.
- **IXC POP Purchase of Circuits** provides estimates of CAP penetration of the leading IXCs. Circuits connecting two IXC POPs and circuits connecting and IXC CO with a POP are included.
    - **Distribution by CAP** provides estimates of how the POP (POP to POP and CO to POP) portion of CAPs' business is distributed among the IXCs.
    - **Distribution by IXC** provides estimates of how the POP (POP to POP and CO to POP) portion of IXCs' business is distributed among Ameritech and the CAPs.

METHODOLOGY

Chicago LDC results presented in this report are derived from Chicago suburban and Chicago downtown numbers that were summed to represent the entire metropolitan area.

SOURCE OF SAMPLE LISTS

QUALITY STRATEGIES obtained lists of businesses independently from list brokers in each metropolitan area. QUALITY STRATEGIES selected samples from these lists.

SELECTION PROCESS

In determining HICAP share for Ameritech, QUALITY STRATEGIES obtained information from respondents identified based on random samples derived from customer lists. QUALITY STRATEGIES collected respondent information using random number generation (rand) algorithms in each metropolitan area surveyed. Share results are based on number of customer circuits as of the first quarter of 1997.

HICAP share is measured on the basis of DS-1 equivalent circuits by businesses using HICAP circuits in the Chicago area.

SURVEY

QUALITY STRATEGIES uses its standard high-capacity survey to collect information from business customers in each geographic area.

The high-capacity survey includes more than 200 itemized questions, including services in use, provider(s), quantity, pricing and purchase decision-making criteria. QUALITY STRATEGIES obtains responses regarding utilization of HICAP circuits. QUALITY STRATEGIES also requests customers to provide their private line communications bills.

Private network (other) circuits are included in results as competitive to Ameritech HICAP service. Private networks include microwave, satellite, and company-owned fiber that bypasses the Ameritech HICAP network.

INVOICE ANALYSIS

HICAP market share results are based on survey and analysis of business invoices. QUALITY STRATEGIES analyzes the following types of invoices:

- Ameritech HICAP invoices
- CAP HICAP invoices
- IXC HICAP invoices

ADVANCED SAMPLING TECHNIQUES

Stratified Random Sampling

QUALITY STRATEGIES performs a stratified random sampling design. This sampling design is a significant improvement over simple random sampling. Simple random sampling yields biased samples since circuits are grouped or clustered among firms, with larger firms sometimes employing tens of circuits from multiple providers. The simple random sampling approach fails to account for the bias created when the sampling unit, the business enterprise in our case, is different from the unit of analysis, the circuit. Share is analyzed and reported at the circuit level, whereas the random sample is drawn at the business enterprise level.

Stratification greatly improves the statistical efficiency of the sample. Different strata have different variances. The different variances are, in effect, due to differences in the number of circuits (and providers) in larger firms and differences in penetration of competitors. We employ disproportionate sample sizes for each strata by sampling strata with higher variances with a greater number of observations. The error variance that results is smaller when such disproportionately larger sample sets are drawn from strata that have higher variances.

Stratification variables include the size of the firm, the industry sector, the set of communications services used, locational characteristics, and firm demographics.

This methodology allows us to re-constitute the overall HICAP market by provider using the weighted average of the strata estimates. Stratified samples yield market share results for specific strata. The overall market share is reconstituted by recombining the strata shares as a weighted average. We determine the weights used in computing the overall market shares by the proportion of circuits in each strata based on our samples. The stratification approach improves the error margins in the random sampling process substantially.

Systematic Cluster Sampling

We correct stratified random sampling's potential bias by systematic cluster sampling, where firms representing the entire distribution (from one to tens of circuits) are included in the sample. Therefore, our methodology ensures sample representativeness.

Geographic clusters of firms within specific Metropolitan Statistical Areas (MSAs) display different levels of competitive penetration and distributions of share of HICAP circuits by provider.

Double Sampling

This sampling approach adopts a multi-step process. The main purpose of the initial step is to determine appropriate market weights for stratification. For this purpose, a more extensive sample is included to ensure representation.

Sub-Sampling

Sub-samples of non-respondents and other sub-groups are contacted in order to correct for possible bias. The sample is worked with several recalls.

Projections to the Market by Specific Segments

Share estimates for specific market segments are required to satisfy statistical validity. The market segments are determined primarily by geographic categories.

SAMPLE SIZES

QUALITY STRATEGIES compiled results as of the first quarter of 1997 based on 389 surveys in Chicago.

STATISTICAL VALIDITY

Sample sizes are designed to provide statistical validity based on a 95% confidence interval, with ± 5% margin of error or better for each metropolitan area surveyed for HICAP results.

This project is designed to provide HICAP share estimates that are statistically valid for comparing Ameritech's overall share of HICAP circuits to the aggregate share of its competitors within each geographic area. Estimates for particular competitors and other disaggregated results provided are likely to have a higher margin of error.

Large business customers are surveyed regarding their usage of HICAP special access and point-to-point (exchange) services. Competitive services identified include fiber-based services, microwave services and satellite services.

SPECIAL ACCESS SHARE

Special Access circuits connect a customer site to a long-distance carrier Point-of-Presence (POP). Special Access DS-1 equivalents reflect the number of circuits for Special Access only. CAPs typically penetrate markets by first connecting to IXC POPs in order to provide Special Access service. As of first quarter 1997, the Special Access market remains highly vulnerable to additional HICAP share loss.

MARKET SHARE CALCULATIONS

QUALITY STRATEGIES has provided market share estimates based on DS-1 equivalents. Specific steps used to determine DS-1 equivalent share for each competitive category are as follows:

1. Determine DS-1 equivalents:

Share is provided on a DS-1 equivalent basis. All circuits are expressed in terms of 1.5 Mbps. The following weighting scheme is used to determine DS-1 equivalents:

- T3 (DS-3) circuits:

  number of T3 circuits * 28 = DS-1 equivalents

2. Determine DS-1 equivalents percentage share:

DS-1 equivalents are totaled, and share by provider is determined. DS-1 equivalents percentage share is provided for the Chicago metropolitan area in terms of Special Access HICAP only.

IXC POP SHARE METHODOLOGY

Data for POP results is based on the following sources:

IXC INTERVIEWS

IXC interviews provide insight into specific usage of both CAP and Ameritech-provided circuits for POP-to-POP and CO to POP circuits. QUALITY STRATEGIES interviewed multiple representatives of the following IXCs for this report:

- AT&T
- Sprint
- WorldCom
- Cable & Wireless
- MCI
- LCI
- Frontier
- Other IXCs

CAP Interviews

CAP interviews provide information regarding the number of CAP POP-to-POP and CO to POP circuits provided to leading IXCs. QUALITY STRATEGIES interviewed multiple representatives of the following CAPs for this report:

- MFS WorldCom
- ICG
- NextLink
- Time Warner Communications (TWC)
- TCG
- MCI (formerly MCImetro)
- Brooks
- WinStar

SUMMARY LOCAL DISTRIBUTION CHANNEL (LDC) RESULTS*

DS-1 (SPECIAL ACCESS) LDCS

	CHICAGO
ALDIS	10,304
CBS	961
EBS	1,555
SBS	5
INFORMATION INDUSTRY (II)	3,563
AMERITECH TOTAL	16,388
MFS	4,843
TCG	2,882
MCI	128
OTHER	63
TOTAL CAPS	7,916
TOTAL	24,304

DS-3 (SPECIAL ACCESS) LDCs

	CHICAGO
ALDIS	558
CBS	66
EBS	14
SBS	1
INFORMATION INDUSTRY (II)	157
AMERITECH TOTAL	796
MFS	690
TCG	229
MCI	16
TOTAL CAPs	935
TOTAL	1,731

DS-1 EQUIVALENT (SPECIAL ACCESS) LDCS

	CHICAGO
ALDIS	25,928
CBS	2,809
EBS	1,947
SBS	33
INFORMATION INDUSTRY (II)	7,959
AMERITECH TOTAL	38,676
MFS	24,163
TCG	9,294
MCI	576
OTHER	63
TOTAL CAPS	34,096
TOTAL	72,772

LOCAL DISTRIBUTION CHANNEL (LDC) RESULTS

Chicago (Special Access) Market Size* and Growth

	DS1s (in LDCs) 4Q96	DS1s (in LDCs) 1Q97	DS1 (in LDCs) Growth	Provider Growth as a % of Total Market Growth	Provider Growth Rate
Ameritech Total	14,631	16,388	1,757	73.8%	12%
Competitors	7,292	7,916	624	26.2%	8.6%
Total Market	21,923	24,304	2,381	100%	10.9%

	DS3s (in LDCs) 4Q96	DS3s (in LDCs) 1Q97	DS3 (in LDCs) Growth	Provider Growth as a % of Total Market Growth	Provider Growth Rate
Ameritech Total	1,146	796	-350	N/A**	-30.5%
Competitors	1,192	935	-257	N/A**	-21.6%
Total Market	2,338	1,731	-607	N/A**	-25.9%
	DS1 equivalents (in LDCs) 4Q96	DS1 equivalents (in LDCs) 1Q97	DS1 equivalents (in LDCs) Growth	Provider Growth as a % of Total Market Growth	Provider Growth Rate
Ameritech Total	46,719	38,676	-8,043	-55%	-17.2%
Competitors	40,668	34,096	-6,572	-45%	-16.2%
Total Market	87,387	72,772	-14,615	100%	-16.7%

Source: QUALITY STRATEGIES, Washington, D.C.

Provider Growth as a % of Market Growth:

$$\frac{\text{Provider LDC Growth}}{\text{Total Market LDC Growth}}$$

Provider Growth Rate:

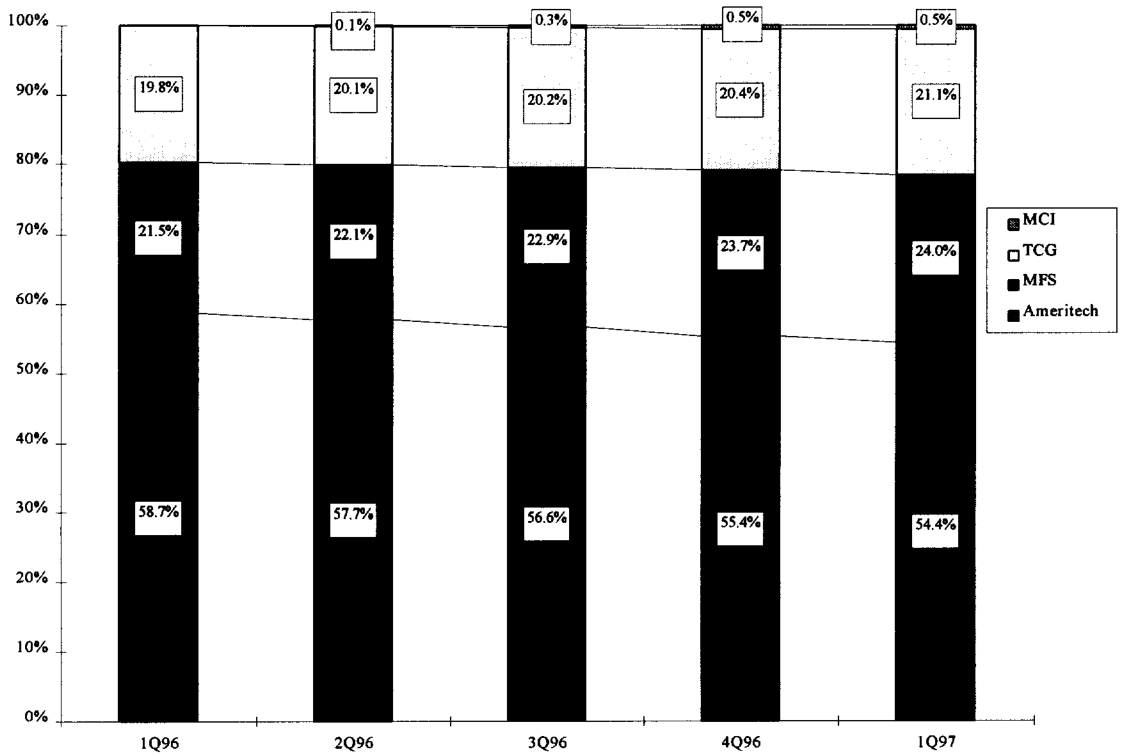
$$\frac{\text{LDCs 1Q97} - \text{LDCs 4Q96}}{\text{LDCs 4Q96}}$$

*Note: Market sizes incorporate Special Access DS-1s and DS-3s only, which are presented in LDCs. Market size estimates do not include SONET (OC-3, OC-12, and OC-48) estimates. According to Ameritech-provided data, Ameritech's SONET growth rate in Chicago was approximately 62% from 4Q96 to 1Q97, increasing from 177 to 287 OC-3 equivalents.

**Ameritech share of market growth is not measurable for DS-3s in Chicago since Ameritech did not experience positive growth from 4Q96 to 1Q97.

IXC POP SHARE

Chicago



Source: QUALITY STRATEGIES, Washington, D.C.

	1Q96	2Q96	3Q96	4Q96	1Q97
Ameritech	58.7%	57.7%	56.6%	55.4%	54.4%
MFS	21.5%	22.1%	22.9%	23.7%	24.0%
TCG	19.8%	20.1%	20.2%	20.4%	21.1%
MCI	0.0%	0.1%	0.3%	0.5%	0.5%
	100.0%	100.0%	100.0%	100.0%	100.0%

IXC POP PURCHASE OF CIRCUITS

Chicago

Distribution by CAP

	MFS	TCG	MCI
AT&T	47.3%	36.8%	20.5%
MCI	22.2%	30.5%	57.3%
Sprint	9.6%	23.8%	15.6%
WorldCom	16.2%	5.7%	3.7%
LCI	1.0%	1.2%	1.1%
Frontier	1.0%	1.2%	1.0%
Other IXCs	2.7%	0.8%	0.8%
	100.0%	100.0%	100.0%

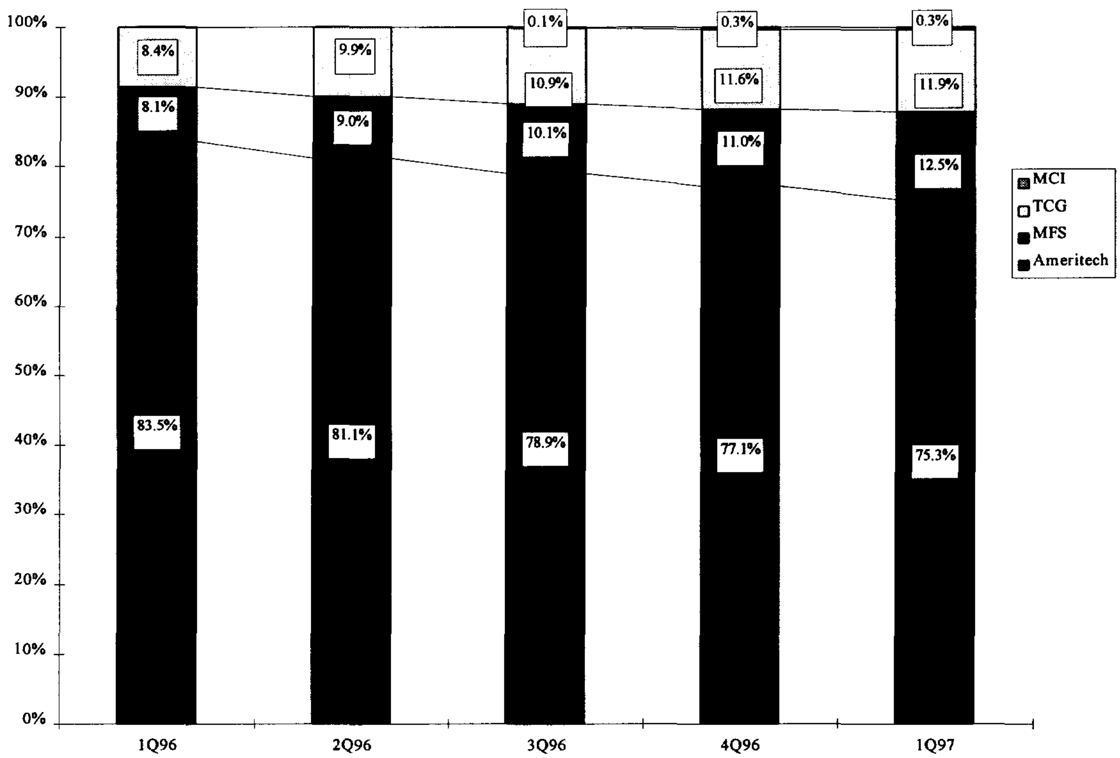
Distribution by IXC

	AT&T	MCI	Sprint	WorldCom	LCI	Frontier
Ameritech	47.0%	40.1%	57.9%	66.9%	87.2%	89.8%
MFS	31.5%	26.8%	13.3%	25.3%	6.2%	5.0%
TCG	21.2%	31.7%	28.4%	7.7%	6.4%	5.1%
MCI	0.3%	1.4%	0.4%	0.1%	0.2%	0.1%
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: QUALITY STRATEGIES, Washington, D.C.

IXC POP SHARE

Chicago Suburban



Source: QUALITY STRATEGIES, Washington, D.C.

	1Q96	2Q96	3Q96	4Q96	1Q97
Ameritech	83.5%	81.1%	78.9%	77.1%	75.3%
MFS	8.1%	9.0%	10.1%	11.0%	12.5%
TCG	8.4%	9.9%	10.9%	11.6%	11.9%
MCI	0.0%	0.0%	0.1%	0.3%	0.3%
	100.0%	100.0%	100.0%	100.0%	100.0%

IXC POP PURCHASE OF CIRCUITS

Chicago Suburban

Distribution by CAP

	MFS	TCG	MCI
AT&T	38.9%	25.9%	16.6%
MCI	18.4%	20.2%	62.5%
Sprint	9.7%	33.0%	13.6%
WorldCom	19.9%	11.6%	3.1%
LCI	1.6%	2.3%	1.6%
Frontier	1.3%	1.5%	0.8%
Other IXCs	10.2%	5.5%	1.8%
	100.0%	100.0%	100.0%

Distribution by IXC

	AT&T	MCI	Sprint	WorldCom	LCI	Frontier
Ameritech	81.0%	81.4%	61.1%	53.8%	58.0%	48.1%
MFS	11.8%	9.0%	9.5%	30.2%	18.1%	25.2%
TCG	7.1%	8.9%	29.1%	15.9%	23.5%	26.3%
MCI	0.1%	0.7%	0.3%	0.1%	0.4%	0.4%
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

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SONET (OC-3, OC-12, OC-48) ANALYSIS

SONET-related questions were included in the Ameritech HICAP survey, although QUALITY STRATEGIES did not develop separate quotas for these questions. Because of the low penetration rate of SONET services, the number of respondents using SONET services was very minimal. Accordingly, it becomes necessary to develop quotas for services that have such low penetration rates. Therefore, the following conclusions are not statistically valid to the extent of the Overall HICAP share numbers from the previous sections.

Although all surveys included questions regarding SONET, QUALITY STRATEGIES found only a small number of respondents that utilize SONETs (OC-3, OC-12, or OC-48) for their needs. QUALITY STRATEGIES found the market penetration rate too low to accurately gauge market share for SONETs. Of those surveyed currently using the service, all but one of the respondents utilized Ameritech for their SONETs. For the Ameritech SONET users, QUALITY STRATEGIES identified two instances of a respondent using SONET in the Chicago metropolitan area.

Exhibit 7:

Ameritech Chicago HICAP Track Report
4Q97

AMERITECH

CHICAGO HICAP

TRACK℠

FOURTH QUARTER, 1997

March 2, 1998

QUALITY STRATEGIES®

WASHINGTON, D.C.

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OBJECTIVE

The objective of this research is to review the level of competitive threat to Ameritech's HICAP business as of the fourth quarter of 1997 in the Chicago metropolitan area.

RESULTS AND OUTPUT

QUALITY STRATEGIES presents the following sets of results for Ameritech and its competitors.

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MARKET SHARE CALCULATIONS

QUALITY STRATEGIES has provided market share estimates based on DS-1 equivalents. Specific steps used to determine DS-1 equivalent share for each competitive category are as follows:

1. Determine DS-1 equivalents:

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- T3 (DS-3) circuits:

  number of T3 circuits * 28 = DS-1 equivalents

2. Determine DS-1 equivalents percentage share:

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IXC POP SHARE METHODOLOGY

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IXC Interviews

IXC interviews provide insight into specific usage of both CAP and Ameritech-provided circuits for POP-to-POP and CO to POP circuits. QUALITY STRATEGIES interviewed multiple representatives of the following IXCs for this report:

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- Sprint
- WorldCom
- Cable & Wireless
- MCI
- LCI
- Frontier
- Other IXCs

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CAP interviews provide information regarding the number of CAP POP-to-POP and CO to POP circuits provided to leading IXCs. QUALITY STRATEGIES interviewed multiple representatives of the following CAPs for this report:

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- ICG
- NextLink
- TCG
- MCI (formerly MCImetro)
- Brooks
- Time Warner Communications (TWC)

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DS-1 (SPECIAL ACCESS) LDCS

	CHICAGO
ALDIS	13,559
CBS	1,112
EBS	1,201
SBS	305
INFORMATION INDUSTRY (II)	3,713
AMERITECH TOTAL	19,890
MFS	7,049
TCG	2,310
MCI	267
WINSTAR	16
TOTAL CAPS	9,642
TOTAL	29,532

DS-3 (SPECIAL ACCESS) LDCs

	CHICAGO
ALDIS	622
CBS	56
EBS	21
SBS	2
INFORMATION INDUSTRY (II)	107
AMERITECH TOTAL	808
MFS	709
TCG	288
MCI	30
WINSTAR	1
TOTAL CAPs	1,028
TOTAL	1,836

DS-1 EQUIVALENT (SPECIAL ACCESS) LDCS

	CHICAGO
ALDIS	30,975
CBS	2,680
EBS	1,789
SBS	361
INFORMATION INDUSTRY (II)	6,709
AMERITECH TOTAL	42,514
MFS	26,901
TCG	10,374
MCI	1,107
WINSTAR	44
TOTAL CAPS	38,426
TOTAL	80,940

LOCAL DISTRIBUTION CHANNEL (LDC) RESULTS

CHICAGO (SPECIAL ACCESS) MARKET SIZE* AND GROWTH

	DS1 LDCs 1Q97	DS1 LDCs 4Q97	DS1 LDC Growth	% of Total LDC Market Growth	Provider Growth Rate
Ameritech Total	16,388	19,890	3,502	67%	21.4%
Competitors	7,916	9,642	1,726	33%	21.8%
Total Market	24,304	29,532	5,228	100%	21.5%

	DS3 LDCs 1Q97	DS3 LDCs 4Q97	DS3 LDC Growth	% of Total LDC Market Growth	Provider Growth Rate
Ameritech Total	796	808	12	11.4%	1.5%
Competitors	935	1,028	93	88.6%	9.9%
Total Market	1,731	1,836	105	100%	6.1%

	DS1 equivalent LDCs 1Q97	DS1 equivalent LDCs 4Q97	DS1 equivalent LDC Growth	% of Total LDC Market Growth	Provider Growth Rate
Ameritech Total	38,676	42,514	3,838	47.0%	9.9%
Competitors	34,096	38,426	4,330	53.0%	12.7%
Total Market	72,772	80,940	8,168	100%	11.2%

Source: QUALITY STRATEGIES, Washington, D.C.

Provider Growth as a % of Market Growth:

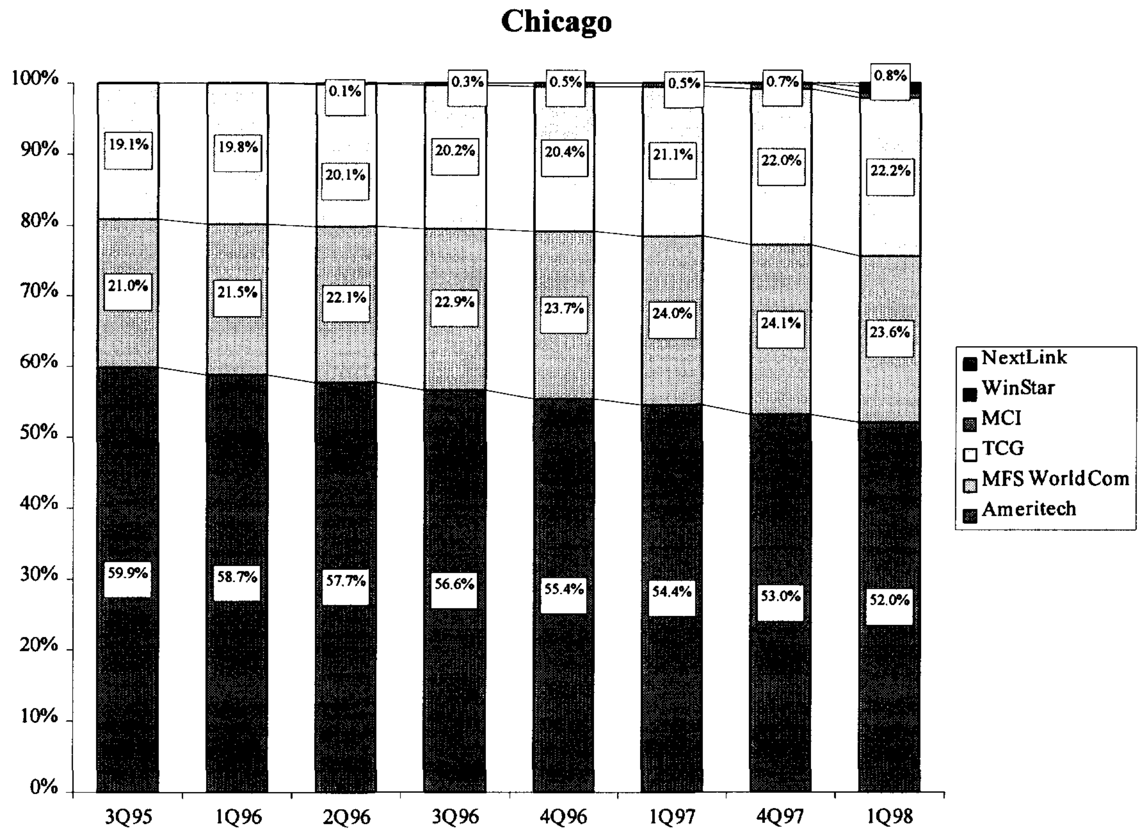
$$\frac{\text{Provider LDC Growth}}{\text{Total Market LDC Growth}}$$

Provider Growth Rate:

$$\frac{\text{LDCs 1Q97 - LDCs 4Q96}}{\text{LDCs 4Q96}}$$

*Note: Market sizes incorporate Special Access DS-1s and DS-3s only, which are presented in LDCs. Market size estimates do not include SONET (OC-3, OC-12, and OC-48) estimates.

IXC POP SHARE



Source: QUALITY STRATEGIES, Washington, D.C.

	3Q95	1Q96	2Q96	3Q96	4Q96	1Q97	4Q97
Ameritech	59.9%	58.7%	57.7%	56.6%	55.4%	54.4%	53.0%
MFS WorldCom	21.0%	21.5%	22.1%	22.9%	23.7%	24.0%	24.1%
TCG	19.1%	19.8%	20.1%	20.2%	20.4%	21.1%	22.0%
MCI	0.0%	0.0%	0.1%	0.3%	0.5%	0.5%	0.7%
WinStar	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.2%
NextLink	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

IXC POP PURCHASE OF CIRCUITS

Chicago

Distribution by CAP

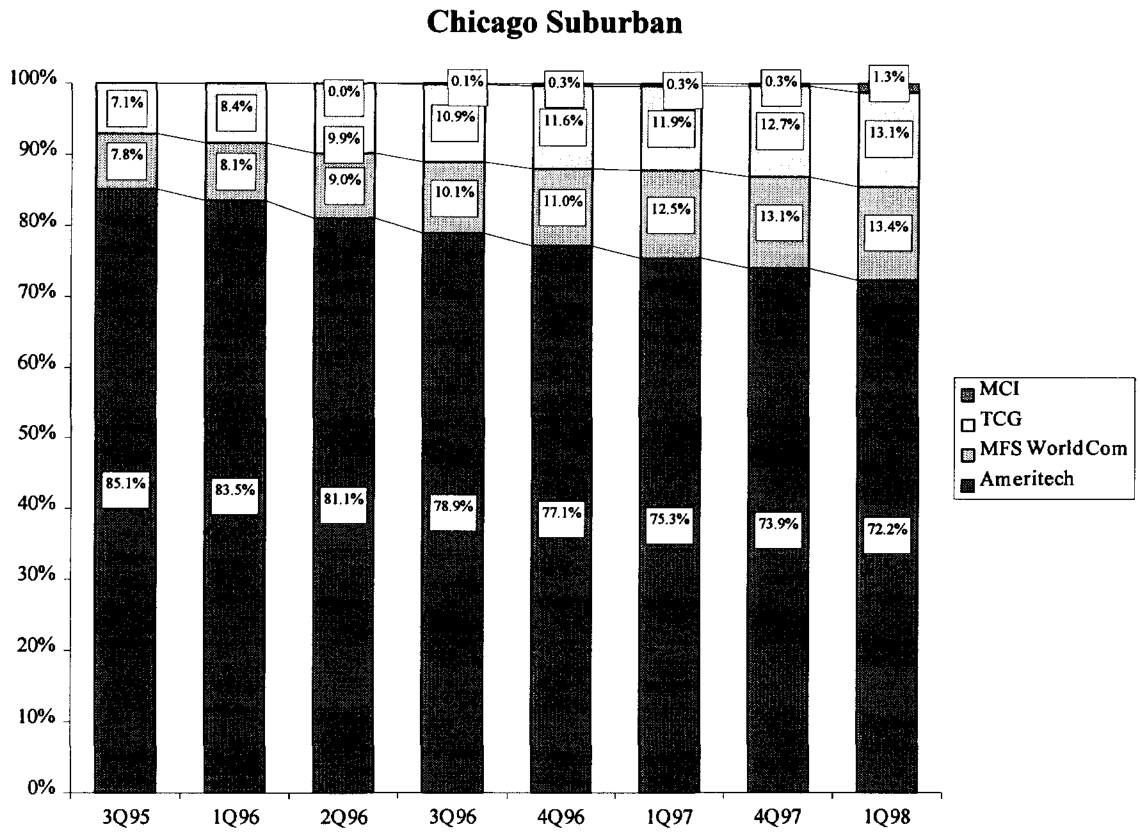
	MFS WorldCom	TCG	MCI	WinStar	NextLink
AT&T	44.4%	42.2%	16.9%	56.1%	56.6%
MCI	23.7%	27.5%	61.0%	20.0%	17.5%
Sprint	9.2%	21.8%	15.1%	14.0%	16.1%
WorldCom	18.0%	4.0%	4.5%	4.1%	4.4%
LCI	1.0%	1.4%	0.5%	2.0%	2.0%
Frontier	1.0%	2.0%	1.0%	1.4%	1.1%
Other IXCs	2.7%	1.1%	1.0%	2.4%	2.3%
	100.0%	100.0%	100.0%	100.0%	100.0%

Distribution by IXC

	AT&T	MCI	Sprint	WorldCom	LCI	Frontier
Ameritech	48.2%	39.5%	54.5%	62.4%	83.0%	85.6%
MFS WorldCom	27.1%	28.5%	15.0%	30.1%	6.0%	5.8%
TCG	22.9%	26.5%	27.8%	5.5%	8.5%	6.6%
MCI	0.5%	4.0%	0.7%	1.5%	1.0%	1.0%
WinStar	0.7%	1.0%	1.0%	0.5%	1.0%	0.5%
NextLink	0.6%	0.5%	1.0%	0.5%	0.5%	0.5%
	100.0%	100.0%	100.0%	100.5%	100.0%	100.0%

Source: QUALITY STRATEGIES, Washington, D.C.

IXC POP SHARE



Source: QUALITY STRATEGIES, Washington, D.C.

	3Q95	1Q96	2Q96	3Q96	4Q96	1Q97	4Q97
Ameritech	85.1%	83.5%	81.1%	78.9%	77.1%	75.3%	73.9%
MFS WorldCom	7.8%	8.1%	9.0%	10.1%	11.0%	12.5%	13.1%
TCG	7.1%	8.4%	9.9%	10.9%	11.6%	11.9%	12.7%
MCI	0.0%	0.0%	0.0%	0.1%	0.3%	0.3%	0.3%
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

IXC POP PURCHASE OF CIRCUITS

Chicago Suburban

Distribution by CAP

	MFS Wcom	TCG	MCI
AT&T	36.5%	29.1%	14.2%
MCI	20.9%	19.5%	64.1%
Sprint	9.8%	29.2%	13.4%
WorldCom	22.2%	10.7%	4.1%
LCI	2.0%	2.9%	1.5%
Frontier	1.5%	2.5%	0.6%
Other IXCs	7.1%	6.1%	2.1%
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Distribution by IXC

	AT&T	MCI	Sprint	MFS Wcom	LCI	Frontier
Ameritech	78.3%	78.1%	59.8%	49.2%	57.9%	47.0%
MFS WCom	10.8%	11.5%	10.9%	35.0%	17.4%	23.2%
TCG	10.4%	7.5%	28.6%	12.9%	24.7%	28.8%
MCI	0.5%	2.9%	0.7%	2.9%	0.0%	1.0%
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: QUALITY STRATEGIES, Washington, D.C.

Exhibit 8:

Ameritech Chicago HICAP Track Report
1Q98

AMERITECH

CHICAGO HICAP

TRACK℠

FIRST QUARTER, 1998

May 12, 1998

QUALITY STRATEGIES®

WASHINGTON, D.C.

TABLE OF CONTENTS

OBJECTIVE

The objective of this research is to review the level of competitive threat to Ameritech's HICAP business as of the first quarter of 1998 in the Chicago metropolitan area.

RESULTS AND OUTPUT

QUALITY STRATEGIES presents the following sets of results for Ameritech and its competitors.

LOCAL DISTRIBUTION CHANNEL (LDC) RESULTS AND OUTPUT

QUALITY STRATEGIES presents two sets of Local Distribution Channel (LDC) results for each metropolitan area:

- **Summary Results** of the Special Access marketplace. Results are presented for Ameritech's business units (ALDIS, Custom Business Services [CBS], Enhanced Business Services [EBS], Small Business Services [SBS], and Ameritech Information Industry Services [AIIS]) and each CAP competitor across the Chicago metropolitan area. Results are presented in Special Access LDCs as of 1Q98.
- **Market Size and Growth** provides estimates of Ameritech (all business units) and competitors' growth rates (4Q97 to 1Q98) of Special Access circuits. Ameritech's share of market growth (i.e., Ameritech's growth divided by total market growth) and competitors' share of market growth is also provided. Market size and growth estimates incorporate Special Access DS-1s and DS-3s only, which are presented in LDCs.

IXC POP RESULTS AND OUTPUT

QUALITY STRATEGIES presents two sets of POP market share results for the Chicago and Chicago Suburban metropolitan area:

- **IXC POP Share** provides estimates of the share of CO-to-POP and POP-to-POP circuits provided to the leading IXCs.
- **IXC POP Purchase of Circuits** provides estimates of CAP penetration of the leading IXCs. Circuits connecting two IXC POPs and circuits connecting and IXC CO with a POP are included.

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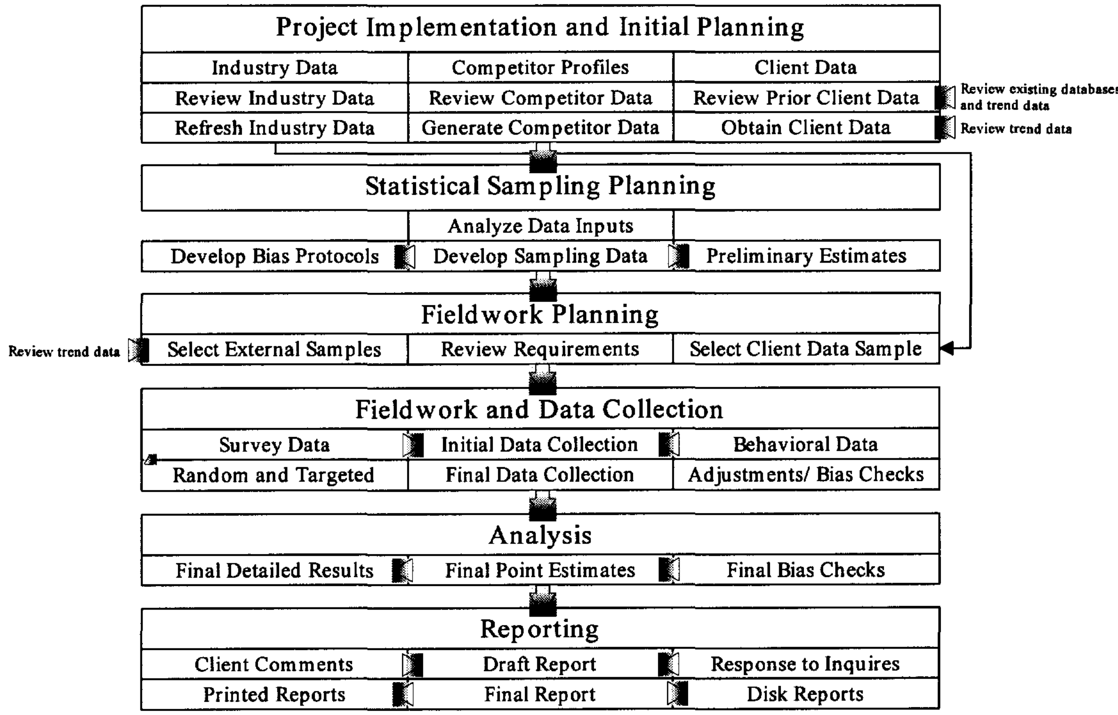
- **Distribution by CAP** provides estimates of how the POP (POP to POP and CO to POP) portion of CAPs' business is distributed among the IXCs.
- **Distribution by IXC** provides estimates of how the POP (POP to POP and CO to POP) portion of IXCs' business is distributed among Ameritech and the CAPs.

METHODOLOGY

QUALITY STRATEGIES utilizes a multi-phase process to provide market share results for Ameritech.



Chicago numbers presented in this report are derived from Chicago suburban and Chicago downtown numbers that were weighted to represent the entire metropolitan area.

SOURCE OF SAMPLE LISTS

QUALITY STRATEGIES obtained lists of businesses independently from list brokers in each metropolitan area from which sample was randomly selected.

SELECTION PROCESS

In determining HICAP share for Ameritech, QUALITY STRATEGIES obtained information from respondents identified from random sample taken from customer lists. QUALITY STRATEGIES collected respondent information using random number generation (RAND) algorithms in each metropolitan area surveyed. Share results are based on number of customer circuits as of 1Q98.

HICAP share is measured on the basis of DS-1 equivalent circuits by businesses using HICAP circuits in the Chicago area.

SURVEY

QUALITY STRATEGIES uses its standard HICAP survey to collect information from business customers in each geographic area.

The HICAP survey includes more than 200 itemized questions, including services in use, provider(s), quantity, pricing and purchase decision-making criteria. QUALITY STRATEGIES obtains responses regarding utilization of HICAP circuits. QUALITY STRATEGIES also requests customers to provide their private line communications bills.

Private network (other) circuits are included in results as competitive to Ameritech HICAP service. Private networks include microwave, satellite, and company-owned fiber that bypasses the Ameritech HICAP network.

INVOICE ANALYSIS

HICAP market share results are based on survey and analysis of business invoices. QUALITY STRATEGIES analyzes the following types of invoices:

- Ameritech HICAP invoices
- CAP HICAP invoices
- IXC HICAP invoices

ADVANCED SAMPLING TECHNIQUES

Stratified Random Sampling

QUALITY STRATEGIES performs a stratified random sampling design. This sampling design is a significant improvement over simple random sampling. Simple random sampling yields biased samples since circuits are grouped or clustered among firms, with larger firms sometimes employing tens of circuits from multiple providers. The simple random sampling approach fails to account for the bias created when the sampling unit, the business enterprise in our case, is different from the unit of analysis, the circuit. Share is analyzed and reported at the circuit level, whereas the random sample is drawn at the business enterprise level.

Stratification greatly improves the statistical efficiency of the sample. Different strata have different variances. The different variances are, in effect, due to differences in the number of circuits (and providers) in larger firms and differences in penetration of competitors. We employ disproportionate sample sizes for each strata by sampling strata with higher variances with a greater number of observations. The error variance that results is smaller when such disproportionately larger sample sets are drawn from strata that have higher variances.

Stratification variables include the size of the firm, the industry sector, the set of communications services used, location characteristics, and firm demographics.

This methodology allows us to re-constitute the overall HICAP market by provider using the weighted average of the strata estimates. Stratified samples yield market share results for specific strata. The overall market share is reconstituted by recombining the strata shares as a weighted average. We determine the weights used in computing the overall market shares by the proportion of circuits in each strata based on our samples. The stratification approach improves the error margins in the random sampling process substantially. Additionally, QUALITY STRATEGIES incorporates competitive intelligence (both primary research and our national CI database) into the computation of provider market share.

Systematic Cluster Sampling

We correct stratified random sampling's potential bias by systematic cluster sampling, where firms representing the entire distribution (from one to tens of circuits) are included in the sample. Therefore, our methodology ensures sample the sample is representative.

Geographic clusters of firms within specific Metropolitan Statistical Areas (MSAs) display different levels of competitive penetration and distributions of share of HICAP circuits by provider.

Double Sampling

This sampling approach adopts a multi-step process. The main purpose of the initial step is to determine appropriate market weights for stratification. For this purpose, a more extensive sample is included to ensure representation.

Sub-Sampling

Sub-samples of non-respondents and other sub-groups are contacted in order to correct for possible bias. The sample is worked with several recalls.

Projections to the Market by Specific Segments

Share estimates for specific market segments are required to satisfy statistical validity. The market segments are determined primarily by geographic categories.

STATISTICAL VALIDITY

Sample sizes are designed to provide statistical validity based on a 95% confidence interval, with ±5% margins of error or better for each metropolitan area surveyed for overall provider and retail HICAP results. Higher margins of error apply for special access and point to point splits, and business size and industry segments.

This project is designed to provide HICAP share estimates that are statistically valid for comparing Ameritech's overall share of HICAP circuits to the aggregate share of its competitors within each geographic area. Estimates for particular competitors and other disaggregated results provided are likely to have a higher margin of error.

Large business customers are surveyed regarding their usage of HICAP special access and point-to-point (exchange) services. Competitive services identified include fiber-based services, microwave services and satellite services.

SPECIAL ACCESS SHARE

Special Access circuits connect a customer site to a long-distance carrier Point-of-Presence (POP). Special Access DS-1 equivalents reflect the number of circuits for Special Access only. CAPs typically penetrate markets by first connecting to IXC POPs in order to provide Special Access service.

MARKET SHARE CALCULATIONS

QUALITY STRATEGIES has provided market share estimates based on DS-1 equivalents. Specific steps used to determine DS-1 equivalent share for each competitive category are as follows:

1. Determine DS-1 equivalents:

Share is provided on a DS-1 equivalent basis. All circuits are expressed in terms of 1.5 Mbps. The following weighting scheme is used to determine DS-1 equivalents:

- T3 (DS-3) circuits:

  number of T3 circuits × 28 = DS-1 equivalents

2. Determine DS-1 equivalents percentage share:

DS-1 equivalents are totaled, and share by provider is determined. DS-1 equivalents percentage share is provided for the Chicago metropolitan area in terms of Special Access HICAP only.

IXC POP Share Methodology

Data for POP results is based on the following sources:

IXC Interviews

IXC interviews provide insight into specific usage of both CAP and Ameritech-provided circuits for POP-to-POP and CO to POP circuits. QUALITY STRATEGIES interviewed multiple representatives of the following IXCs for this report:

- AT&T
- Sprint
- WorldCom
- Cable & Wireless
- MCI
- LCI
- Frontier
- Other IXCs

CAP Interviews

CAP interviews provide information regarding the number of CAP POP-to-POP and CO to POP circuits provided to leading IXCs. QUALITY STRATEGIES interviewed multiple representatives of the following CAPs for this report:

- MFS WorldCom
- ICG
- NextLink
- Time Warner Communications (TWC)
- TCG
- MCI (formerly MCImetro)
- Brooks
- WinStar

SUMMARY LOCAL DISTRIBUTION CHANNEL (LDC) RESULTS

DS-1 (SPECIAL ACCESS) LDCS

	CHICAGO
ALDIS	14,249
CBS	1,148
EBS	1,152
SBS	301
INFORMATION INDUSTRY (II)	4,165
AMERITECH TOTAL	21,015
MFS	7,804
TCG	2,579
MCI	378
NEXTLINK	60
WINSTAR	40
TOTAL CAPS	10,861
TOTAL	31,876

DS-3 (SPECIAL ACCESS) LDCs

	CHICAGO
ALDIS	629
CBS	59
EBS	24
SBS	2
INFORMATION INDUSTRY (II)	124
AMERITECH TOTAL	838
MFS	745
TCG	314
MCI	44
NEXTLINK	3
WINSTAR	2
TOTAL CAPs	1,108
TOTAL	1,946

DS-1 EQUIVALENT (SPECIAL ACCESS) LDCs

	CHICAGO
ALDIS	31,861
CBS	2,800
EBS	1,824
SBS	357
INFORMATION INDUSTRY (II)	7,637
AMERITECH TOTAL	44,479
MFS	28,664
TCG	11,371
MCI	1,610
NEXTLINK	144
WINSTAR	96
TOTAL CAPs	41,885
TOTAL	86,364

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LOCAL DISTRIBUTION CHANNEL (LDC) RESULTS

CHICAGO (SPECIAL ACCESS) MARKET SIZE* AND GROWTH

	DS1LDCs 4Q97	DS1LDCs 1Q98	DS1 LDC Growth (4Q97-1Q98)	% of Total LDC Market Growth	Provider Growth Rate
Ameritech Total	19890	21,015	1,125	48%	5.7%
Competitors	9,642	10,861	1,219	52%	12.6%
Total Market	29,532	31,876	2,344	100%	7.9%

	DS3 LDCs 4Q97	DS3 LDCs 1Q98	DS3 LDC Growth (4Q97-1Q98)	% of Total LDC Market Growth	Provider Growth Rate
Ameritech Total	808	838	30	27.3%	3.7%
Competitors	1,028	1,108	80	72.7%	7.8%
Total Market	1,836	1,946	110	100%	6.0%

	DS1equivalent LDCs 4Q97	DS1equivalent LDCs 1Q98	DS1equivalent LDC Growth (4Q97-1Q98)	% of Total LDC Market Growth	Provider Growth Rate
Ameritech Total	42,514	44,479	1,965	36.2%	4.6%
Competitors	38,426	41,885	3,459	63.8%	9.0%
Total Market	80,940	86,364	5,424	100%	6.7%

Source: QUALITY STRATEGIES, Washington, D.C.

*Note: Market sizes incorporate Special Access DS-1s and DS-3s only, which are presented in LDCs. Market size estimates do not include SONET (OC-3, OC-12, and OC-48) estimates. According to Ameritech-provided data, Ameritech's SONET growth rate in Chicago was approximately 62% from 4Q96 to 1Q97, increasing from 177 to 287 OC-3 equivalents.

**Ameritech share of market growth is not measurable for DS-3s in Chicago since Ameritech did not experience positive growth from 4Q96 to 1Q97.

Provider Growth as a % of Market Growth:

$$\frac{\text{Provider LDC Growth}}{\text{Total Market LDC Growth}}$$

Provider Growth Rate:

$$\frac{\text{LDCs 1Q97} - \text{LDCs 4Q96}}{\text{LDCs 4Q96}}$$

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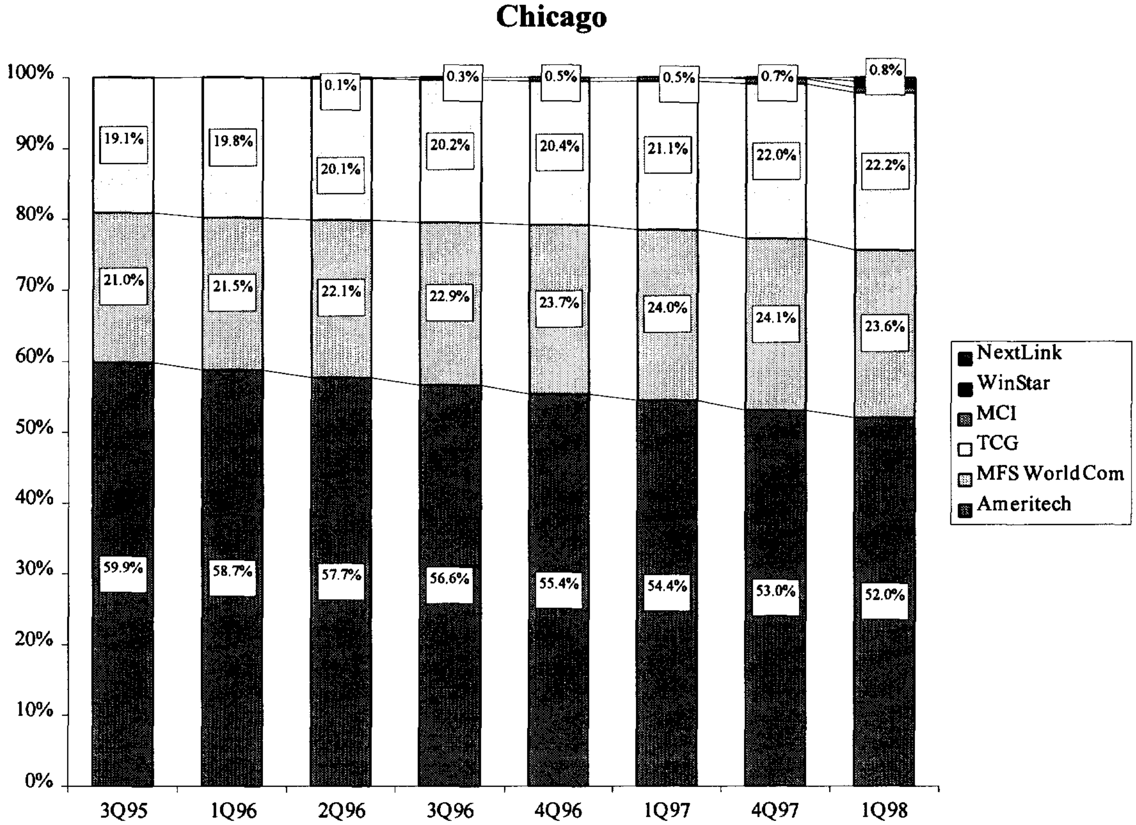
IXC POP SHARE



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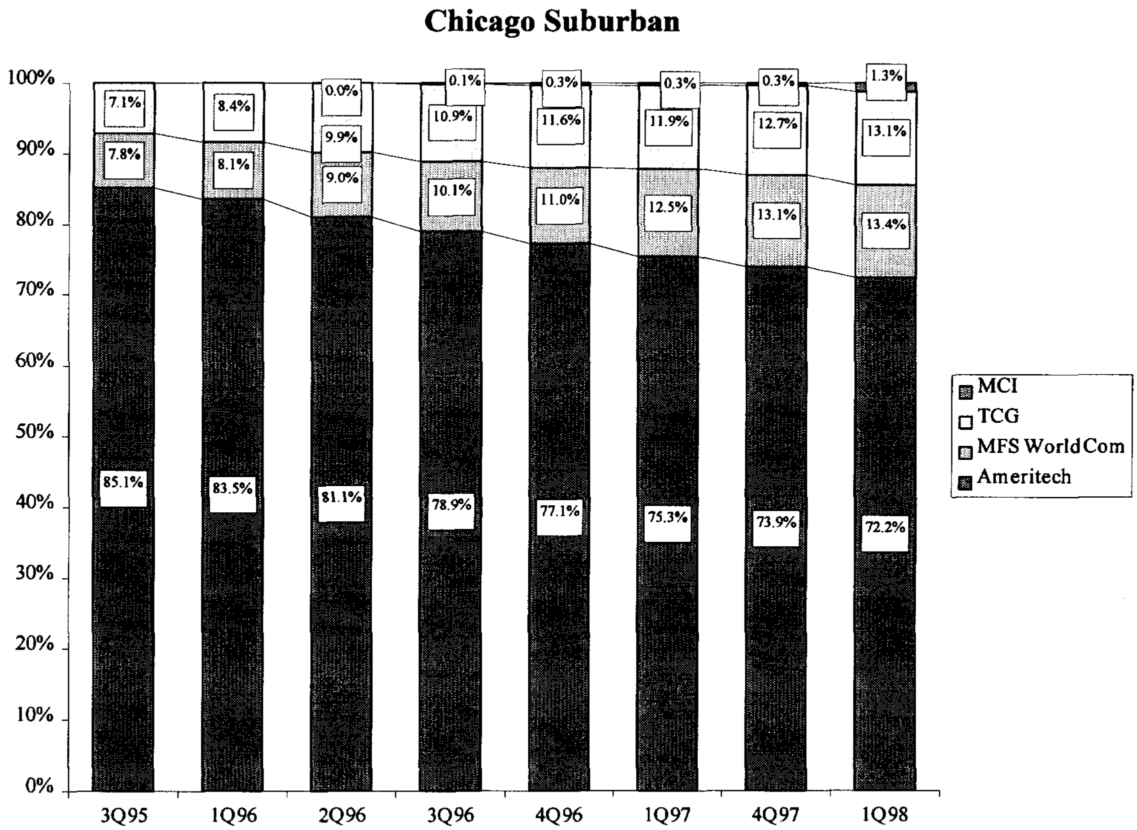

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IXC POP PURCHASE OF CIRCUITS

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	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: QUALITY STRATEGIES, Washington, D.C.