

## ATTACHMENT

### DATA REQUEST

MAY 6, 2005

1. For each month, beginning 01/01/04 and extending through 01/31/05, provide a separate file with a description and subscriber count for each mobile wireless price plan offered by your company<sup>1</sup>, in each County of the United States. (Information relating to an affiliate's offerings should be provided in separate files.) You should submit information on each mobile wireless price plan that (a) was available to new subscribers at any time between 01/01/04 and 01/31/05, and/or (b) had at least one pre-existing subscriber "on-contract" at any time between 01/01/04 and 01/31/05.

The requested information should be provided in the manner described under *either* Option 1 *or* Option 2, below. Please provide these files electronically in Microsoft Access.

*Option 1.* Under this option, a "Plan" is defined as a price plan composed of a unique combination of different features. For each Plan offered provide the following information, as set forth in the following Fields, identifying unique features of the Plan and the number of subscribers. In naming each file, indicate the name of your company (or your affiliate) and the specific month covered (*e.g.*, YourCompany\_May2004.mdb").

- a. Field 1. The County code (using FIPS);
- b. Field 2. The Plan code as used in the billing system;
- c. Field 3. A description of the Plan as used in the billing system;
- d. Field 4. The Nextel Market in which that Plan was sold<sup>2</sup>;
- e. Field 5. The date the Plan was first offered in the Nextel Market to new subscribers;
- f. Field 6. The date the Plan was last offered in the Nextel Market to new subscribers, if no longer available;
- g. Field 7. The Plan's subscriber type (*e.g.*, consumer post-paid, business post-paid, pre-paid, reseller, government, etc.);
- h. Field 8. The number of subscribers with an active status (as indicated in your billing system) that are "on-contract";
- i. Field 9. The number of subscribers with an active status that are "off-contract";
- j. Field 10. The number of subscribers that have neither an active nor cancelled status but remain subscribers in your billing system for any reason (including subscribers whose service has been temporarily suspended);
- k. Field 11. The number of gross additions (*i.e.*, new subscribers within the month) (*note:* only new subscribers should be counted as additions and only

---

<sup>1</sup> Include data for all entities for which your company has data in its billing system. This includes data for all subsidiaries, affiliates, partners, and joint ventures.

<sup>2</sup>The term "Nextel Market" means the smallest geographic area used by your company to identify areas in which a price plan has, is, or will be available.

subscribers who have terminated all wireless service with your company should be counted as disconnects; a subscriber who has migrated price Plans within your company should not be counted as an addition or disconnect);

- l. Field 12. The number of disconnects (i.e., subscribers that have terminated service within the month) (*note*: only new subscribers should be counted as additions and only subscribers who have terminated all wireless service with your company should be counted as disconnects; a subscriber who has migrated price Plans within your company should not be counted as an addition or disconnect);
- m. Field 13. The average monthly revenue among subscribers on the Plan in the county (not including taxes);
- n. Field 14. The monthly recurring charge for the primary user on an account;
- o. Field 15. The monthly recurring charge per any additional user on an account;
- p. Field 16. An indicator of whether included minutes accrue to individual subscribers or whether they are shared across subscribers on an account (indicate “I” for individual subscribers, and “S” for shared);
- q. Field 17. An indicator of whether the Plan’s home calling area is national or less-than-national (local/regional) in geographic scope (indicate “N” for national and “R” for less-than-national);
- r. Field 18. If the home calling area is less-than-national in geographic scope, the number of SIDs (system identifier number) included in that home area;
- s. Field 19. A description of any promotion, credit, discount, rebate, bonus minutes, bonus messages, or bonus megabytes available to subscribers on the Plan;
- t. Field 20. The number of anytime minutes for use in the home calling area included in the Plan;
- u. Field 21. The per-minute overage rate for anytime minutes in excess of the minutes included in the Plan;
- v. Field 22. The number of peak minutes for use in the home calling area included in the Plan;
- w. Field 23. The per-minute overage rate for peak minutes in excess of the minutes included in the Plan.
- x. Field 24. The number of off-peak (e.g., nights and weekends) minutes for use in the home area included in the Plan;
- y. Field 25. The per-minute overage rate for off-peak minutes in excess of the minutes included in the Plan;
- z. Field 26. The number of long distance toll minutes for use with calls placed in the home calling area included in the Plan;
- aa. Field 27. The per-minute overage rate for long distance toll minutes in excess of the minutes included in the Plan;
- bb. Field 28. The number of roaming non-long distance toll minutes included in the Plan<sup>3</sup>;
- cc. Field 29. The per-minute overage rate for roaming non-long distance toll minutes in excess of the minutes included in the Plan;

---

<sup>3</sup> Roaming refers to mobile wireless services originating outside of the home calling area

- dd. Field 30. The number of roaming long distance toll minutes included in the Plan;
- ee. Field 31. The per-minute overage rate for roaming long distance toll minutes in excess of the minutes included in the Plan;
- ff. Field 32. The number of mobile-to-mobile minutes included in the Plan;<sup>4</sup>
- gg. Field 33. The per-minute overage rate for mobile-to-mobile minutes in excess of the minutes included in the Plan;
- hh. Field 34. The number of text messages or kilobytes for text messages included in the Plan;
- ii. Field 35. The per-minute or per-kilobyte overage rate for text minutes or kilobytes in excess of the messages or kilobytes included in the Plan;
- jj. Field 36. The number of data minutes or megabytes included in the Plan<sup>5</sup>;
- kk. Field 37. The per-minute or per-megabyte overage rate for data minutes or megabytes in excess of the minutes or megabytes included in the Plan;
- ll. Field 38. The number of web browsing minutes or megabytes included in the Plan;
- mm. Field 39. The per-minute or per-megabyte overage rate for web browsing minutes or megabytes in excess of the minutes or megabytes included in the Plan;
- nn. Field 40. The number of push-to-talk (one-touch, walkie-talkie style communications) minutes included in the Plan;
- oo. Field 41. The per-minute overage rate for push-to-talk minutes in excess of the minutes included in the Plan; and
- pp. Field 42. The number of incoming-only minutes included in the Plan.

(Note that if the number of minutes, messages, kilobytes or megabytes is unlimited, you should so indicate by the acronym “UNL” and indicate “0” for the corresponding rate. If the field is inapplicable because the service is not available with that Plan, so indicate by “NA.”)

*Option 2.* Alternatively, provide the requested information in a format that focuses on the Primary Plan(s) offered by your company/affiliate and on the add-on features available to those Primary Plan(s). Each add-on feature is categorized by a “Service code.” In naming each file, indicate the name of your company, the month covered, and the specific File number (*e.g.*, YourCompany\_May2004\_File2.mdb”).

- a. File 1. This file should provide the set of Primary Plan code/County code combinations. File 1 should include each Field (with identical numbering) requested under Option 1, except for Field 19 (which concerns promotions-related features, and is addressed in File 3 below<sup>6</sup>); for File 1, the term “Plan” in the Fields set forth in Option 1 is replaced by the term “Primary Plan.” Also

---

<sup>4</sup> Mobile-to-mobile calls refer to calls for which both the subscriber originating the call and the subscriber receiving the call are subscribers with your company.

<sup>5</sup> If your company categorizes text messages and/or web browsing separately from other data minutes in its pricing plans, do not include those data minutes in this category. Otherwise, text messaging and web browsing should be included in this category.

<sup>6</sup> In File 1, Field 19 should be left blank.

note that for purposes of completing Field 13, the average monthly revenue should be calculated as the average monthly bill for that County code/Primary Plan combination, excluding taxes.

- b. File 2. This file should provide a set of Service code/County code combinations, except combinations involving “Promotion service code(s)” (which are addressed in File 3, below). As noted above, each “Service code” represents a feature that is additional to the Primary Plan. For File 2, the term “Plan” in Fields 2, 3, 5, and 6 (as set forth under Option 1) is replaced by the term “Service code.” Note that most of the entries in File 2 will be blank because a particular Service code will map only to a small number of attributes; for instance, a Service code involving a feature for 1000 mobile-to-mobile minutes will not have an entry in the anytime overage rate field. In addition, the following fields should be left blank: Field 13 (average monthly revenue) and Field 19 (promotion and promotion-related features). Finally, only features that pertain to the fields requested in Option 1 should be included. Any additional features (e.g., custom calling features, etc.) should be addressed in Question 2, below.
  - c. File 3. This file should provide a set of Promotion Service code/County code combinations. A “Promotion Service code” includes, but is not limited to, any feature that has a limited time frame (e.g., 1000 anytime minutes for three months) or has a service code description including the word promotion, bonus, discount, or credit. (*Note: This may not be an exhaustive list of what your company/affiliate considers to be promotion-related, and your company/affiliate should include other service codes that are appropriate.*)
  - d. File 4. This file should provide a set of Primary Plan code/County code/Service code combinations. It should include 3 fields:
    1. Primary Plan code (as provided in File 1), including a description of this code;
    2. County; and
    3. Service code (as provided in Files 2 and 3), including a description of these codes, that can be added to the Primary Plan.
2. If there are any dimensions of any Plans, or Primary Plans and Service codes, that are relevant to the mobile wireless service offerings and that have not previously been addressed by the requested fields in Question 1, briefly describe those dimensions and identify the particular Plan(s), Primary Plans, or Service codes affected. Examples of such dimensions may include (but would not be limited to) the following:
- a. Fields for which there are multiple values (e.g., the per-minute rate for roaming depends on where the subscriber roams);
  - b. Price plans for which a monthly recurring charge or a per-minute rate has multiple tiers depending on aggregate usage;
  - c. Price plans for which some types of included minutes accrue to an individual subscriber but other types of minutes are shared by all subscribers on a given account;
  - d. Custom calling features;
  - e. One-time activation and cancellation fees;

- f. Restrictions on usage, such as no outgoing toll, roaming, or international calls;  
and
- g. Restrictions on subscription, such as the billing address of the subscriber.