

pricing or some form of divestiture of MCI's local fiber. Neither step can be justified because (as demonstrated above) there is no basis for the contention that the combination of MCI and Verizon will substantially lessen competition for special access services. In all events, the proposals would impose substantial and needless costs and would raise extremely serious issues on their own terms. Merger conditions establishing a unique rate-regulation regime for Verizon's special access services would be ill-advised under any circumstances, and would be particularly inappropriate at present because the FCC is specifically considering special access in an active docket that will produce an industry-wide regulatory framework. Likewise, the proposals for divestiture have the potential to be rife with inefficiencies and costs that will harm MCI's customers (which include most of the Fortune 500, other major corporations, and the federal government including national security agencies) without any guarantee that they will have a material effect on competitive conditions. The considered choices of customers to purchase access services from MCI, over MCI facilities, should not be overridden by a divestiture unless absolutely necessary to solve a serious competitive problem – conditions that are not remotely present here.

Divestiture of MCI's facilities would pose very serious practical challenges and serious risks of generating harmful dislocations and needless costs for MCI's customers. MCI's local fiber transport networks are constructed as rings that share traffic and services of multiple customers across a geographic region. These rings are integrated with MCI's local, long distance, Internet, and data networks. The shared facilities serve customers far beyond those that obtain special access from MCI in Verizon's territory. Divesting these shared facilities would be a grossly disproportionate response to any potential concerns about competition in the particular segments of the special access market. It would also threaten to eliminate important efficiencies

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– both efficiencies created by the merger and efficiencies already inherent in MCI’s network design.

As the network moves closer to the customer, lateral circuits branch off the fiber rings to customer premises, which are typically located in large office buildings. The circuits move from being shared to providing services for an individual customer. It would therefore be quite difficult to define the delineation between what assets the merged company can retain and what assets it must divest in the event any customer-specific facilities were to be divested. But divestiture would pose enormous difficulties even if one could craft workable points of demarcation.

That is so because moving MCI’s existing customers from MCI’s local fiber network to Verizon’s network would be extremely costly, cumbersome, and time-consuming. Disconnecting and reconnecting a customer requires substantial planning, preparation and coordination, particularly for the complex special access circuits that large customers use, which typically have many features built-in precisely to ensure that those circuits do not lose service. In order to minimize service outages, this process must be performed during the middle of the night. That can be quite difficult to arrange for many customers who operate their networks during these times – for example, to send data to off-site storage facilities, or who operate call centers and web sites that need to stay up and running 24/7.

With respect to large customers with multiple locations, even getting this process started takes an enormous effort. For each customer, it is first necessary to identify and trace each of their circuits from end-to-end, in order to ensure that facilities are available to replicate the capabilities of each circuit. Once this inventory process is complete, technicians must identify the facilities that will be used to serve the customer. Those facilities must then be reconfigured

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to match the customer's existing configuration. For a single customer with 500 circuits to multiple locations, this process would take a great deal of time. To migrate the thousands of customers and tens of thousands of circuits served over MCI's local fiber network would be an enormously complex and lengthy undertaking.

In light of these technical realities, the present situation differs fundamentally from that in which a divestiture of assets is contemplated as a remedy.²²⁴ In those circumstances, the operation's customer base is sufficiently large and sufficiently fungible that the divested business can remain profitable notwithstanding the loss or gain of specific customers over time. Here, in contrast, the profitability of each individual MCI circuit to individual customers or buildings typically depends entirely on whether the particular customer remains on the circuit. Yet, no divestiture could override the will of the customer. If a circuit were divested to another company but the customer chose to remain with MCI or switch to Verizon because it did not want to do business with the purchaser of the divested asset, the circuit would immediately become unprofitable – just as it would if the customer went out of business or moved its offices. And yet, no divestiture could force a customer to remain customer of the purchaser of the asset. For

²²⁴ “As the Supreme Court has put it, antitrust violations should be remedied ‘with as little injury as possible to the interest of the general public’ and to relevant private interests.” *United States v. AT&T*, 552 F. Supp. 131, 150 (1982) (Judge Greene's approval of the AT&T breakup, quoting *United States v. American Tobacco Co.*, 221 U.S. 106, 185 (1911)). For example, applying this standard, Judge Greene refused to approve the proposed breakup decree's prohibition on the local telephone companies selling telephones (552 F. Supp. at 191), and permitted the local companies to continue selling otherwise-prohibited interLATA services in high-traffic corridors “to maintain for consumers the benefits of what were represented to the Court to be particularly efficient network arrangements.” *United States v. Western Elec. Co.*, 569 F. Supp. 1057, 1110. Last summer's amendment to the Tunney Act strengthens this standard by requiring a court (replacing “may” with “shall”) to consider whether a proposed consent remedy is in the public interest.

this basic reason, a divestiture of MCI's local facilities cannot be equated with divestiture of a commodity business.²²⁵

For related reasons, the kind of divestiture that Level 3 has proposed would harm customers and is not administratively viable, and is in fact merely a gambit on Level 3's part to advantage itself without any regard for the welfare of consumers purchasing special access services in the market. Under Level 3's proposal, Verizon-MCI would be required to transfer title of MCI's local fiber assets to a third party (presumably Level 3 itself), and then pay that third party a fee to carry Verizon-MCI's traffic and to maintain the facilities. As noted above, however, MCI's customers may simply refuse to be transferred to facilities that another provider owns and operates, which would eviscerate the entire business case of Level 3's proposal.

That is particularly likely to be the case here. Most of MCI's large customer contracts are awarded pursuant to "Master Service Agreements" that require MCI to retain ultimate responsibility for the customer's service and to act as a single point of accountability. If the underlying facilities that are used to serve the customer are transferred to a third party, however, many customers may determine that they no longer have the confidence that MCI will meet that obligation. As a result, customers may refuse to permit their traffic to be carried over facilities for which a carrier that they did not select is responsible. To the extent these customers wished to remain with Verizon-MCI, they would likely insist that they be migrated to a different facility that Verizon-MCI owned and controlled, so that they could continue to receive the assurances under their Master Service Agreement. Verizon-MCI would accordingly have no way to guarantee revenues for a third-party "owner" of MCI's fiber. And it would be manifestly

²²⁵ Global Crossing has acknowledged this reality in an ex parte recently filed with the FCC. See Ex Parte Letter from Teresa D. Baer, Latham & Watkins LLP, to Marlene H. Dortch, FCC, WC Docket Nos. 05-65 & 05-75 (FCC filed June 2, 2005).

inappropriate to address this difficulty in the manner Level 3 suggests – *i.e.*, by guaranteeing it a minimum income stream irrespective of whether customers actually choose to allow Level 3 to provide their access services. Indeed, that aspect of Level 3’s proposal starkly reveals that its sole interest is in gaining unearned benefits as a competitor without regard to the welfare of consumers of access services. It is hard to see how customers could benefit in such a scenario.

By the same token, Level 3’s proposal would eviscerate customers’ autonomy to make their own choices about which access providers best meet their needs and would treat customers as nothing more than commodities that a regulator can reassign to different suppliers irrespective of the customers’ own preferences. Large customers often spend big sums on a highly competitive RFP process in order to select providers that meet their needs in a highly competitive process. Granting a third party control over MCI’s local fiber facilities would override the careful evaluation and reasoned selection of customer’s who chose MCI for their mission-critical applications. As a practical matter, customers may revolt against being dragooned to a provider it may never have evaluated and certainly never selected. And just as importantly, customers may be forced to endure substantial costs related to the forced migration.²²⁶

²²⁶ Finally, Level 3’s proposal requires forced sharing that is technically impractical and inefficient. Indeed, there is a presumption against forced dealing that is nearly as old as the Sherman Act itself. *See, e.g., United States v. Colgate & Co.*, 250 U.S. 300, 307 (1919) (“A trader or manufacturer engaged in an entirely private business, freely [may] exercise his own independent discretion as to the parties with whom he will deal.”); *see also Verizon v. Trinko*, 540 U.S. 398, 408 (2004) (“enforced sharing also requires antitrust courts to act as central planners, identifying the proper price, quantity, and other terms of dealing—a role for which they are ill-suited. Moreover, compelling negotiation between competitors may facilitate the supreme evil of antitrust: collusion.”).



ATTACHMENT 1

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ATTACHMENT 2

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ATTACHMENT 3

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ATTACHMENT 4

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ATTACHMENT 5

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ATTACHMENT 6

Business Contracts Won by Competitive Carriers

CLEC	Company	Industry	Detailed Description	Value	Contract Duration (Years)	Other/Comments	Release Date	Domestic/Global	Wholesale/Retail
360 Networks	Navigata Communications	Communications Services	Provider of a full suite of communications solutions to business customers, mainly in Canada, but also worldwide	n/a	n/a	Contract to provide optical virtual private network solution to expand Navigata backbone in the US and Canada	02/12/2003	Domestic	Wholesale
Abovenet	AGL Networks	Communications Services	Utility-subsidary offering wholesale transport and dark fiber	n/a	n/a	Sold AGL a single fiber conduit on portions of Abovenet's Phoenix network	01/23/2003	Domestic	Wholesale
Abovenet	Cantor Fitzgerald	Financial Services	Provider of financial services to the institutional equity and fixed income capital markets	n/a	n/a	Contract to provide lit fiber services over Abovenet's private optical network	01/18/2005	Domestic	Retail
Abovenet	Coulomb	Communications Services	Provider of Internet billing and "21st century" communications services	n/a	n/a	Contract to provide a private fiber optic network around London	10/01/2003	Global	Wholesale
Abovenet	Datanet	Communications Services	Provider of Internet services to UK businesses	n/a	n/a	Contract to provide access to London metro Ethernet network, allowing Datanet to connect their business sites with 100 Mbps connectivity	01/24/2005	Global	Wholesale
Abovenet	EI Networks	Media	The world's distributor of entertainment news and lifestyle programming	n/a	n/a	Contract to provide metro Gig-ETM to connect various locations	04/14/2004	Domestic	Retail
Abovenet	Equinix	Communications Services	Provider of data centers and transport	n/a	n/a	Contract to provide fiber connectivity to link Equinix's three JBX data centers in the Silicon Valley	12/08/2004	Domestic	Wholesale
Abovenet	Everyones Internet	Communications Services	The world's largest provider of Internet web hosting	Multi-million	2.0	Contract to provide Metro IP services to two Everyones Internet data centers in Houston, TX	07/20/2004	Domestic	Retail
Abovenet	HostMySite.com	Communications Services	A global web hosting provider	n/a	n/a	Contract to provide secure, burstable metro IP connectivity in Philadelphia, PA	09/13/2004	Domestic	Retail
Abovenet	Independence Air	Transportation/Shipping	Discount airline operating primarily out of Washington DC's Dulles Airport	n/a	n/a	Contract to provide a private fiber optic network, connecting more than 4,000 Independence employees	03/09/2004	Domestic	Retail
Abovenet	Liz Claiborne Inc.	Consumer Goods		n/a	n/a	Contract to provide private fiber network connecting Claiborne offices in NY and NJ, also allowing Claiborne to back up data in real-time	09/16/2003	Domestic	Retail
Abovenet	New York Mercantile Exchange	Financial Services	The largest physical commodities exchange in the world	n/a	n/a	Contract to provide private fiber network to connect exchange with its back up facilities for real-time mirroring of data	05/19/2003	Domestic	Retail
Abovenet	Rackspace Managed Hosting	Communications Services	Provider of managed web hosting in London, UK	n/a	n/a	Contract to provide two diversely routed 1 Gb wavelengths and IP transit in excess of 100 Mb	07/13/2004	Global	Retail
Abovenet	Speedera Networks	Communications Services	Global provider of on-demand distributed application and content delivery services	n/a	n/a	Contract for Speedera to colocate at Abovenet data centers in San Jose, NY, Seattle and VA, as well as to use Abovenet's IP network to run services	06/09/2004	Domestic	Wholesale
Abovenet	WagerWorks	Travel/Hospitality/Restaurants	Developer of legally compliant Internet and remote gaming solutions	n/a	n/a	Contract to provide IP bandwidth and housing for a secondary infrastructure in London	09/02/2004	Global	Retail
Abovenet	Xerox	Conglomerates		n/a	n/a	Contract to provide private fiber network in Los Angeles connecting various Xerox offices	03/25/2003	Domestic	Retail
Accenture	Air Force	Government		\$7,413,315	2.0	Contract to migrate decentralized, exhibit focused, client server environment to modernized global combat support system	03/31/2004	Domestic	Retail
Accenture	Aquadia	Energy/Natural Resources/Utilities	Aquadia part of the worldwide water industry (now defunct)	n/a	n/a	Contract to maintain web portal	03/06/2003	Global*	Retail
Accenture	Army & Air Force Exchange Service	Government		\$10,000,000	2.0	Contract to modernize AAFES global merchandising system	05/10/2004	Domestic	Retail
Accenture	Aspen Technology	Business Services	Aspen Tech.'s focus is on applying process engineering knowledge to manufacturing and supply chain processes	n/a	n/a	Contract to develop tech software, to collect/analyze manufac & supply chain data	04/16/2003	Domestic	Retail
Accenture	AT&T	Communications Services		\$500,000,000	n/a	Contract to transform credit and account mgmt functions, 2nd agr after 2002 multi-billion agr	04/17/2003	Domestic	Retail
Accenture	BC Hydro	Energy/Natural Resources/Utilities	BC Hydro is one of the largest electric utilities in Canada	\$1,000,000,000	10.0	Contract to wide array of svcs including IT svcs, "nearly" 1 billion dollars	04/00/2003	Domestic	Retail
Accenture	Best Buy	Consumer Goods	Retailer of consumer electronics, personal computers, entertainment software and appliances	n/a	7.0	Contract to provide customer service outsourcing and improve operational and IT efficiency	07/15/2004	Domestic	Retail
Accenture	Bristol Myers Squibb	Healthcare		n/a	Multi-year	Contract to provide IT/Finance/HR outsourcing	12/11/2004	Domestic	Retail
Accenture	California State Automobile Association (CSAA)	Transportation/Shipping	CSAA is the AAA Member organization for N. California, Nevada, and Utah	n/a	n/a	Contract to provide application support, sys maintenance, HR/Finan. Mgmt	09/00/2003	Domestic	Retail
Accenture	Citrix Systems Inc.	Technology	Global leader in access infrastructure solutions	n/a	n/a	Contract to provide eLearning outsourcing svcs	06/02/2003	Domestic	Retail
Accenture	Commerce Department	Government		\$79,000,000	5.0	Subcontractor on contract to modernize department's financial IT	10/12/2004	Domestic	Retail
Accenture	Computer Associates	Technology	CA is the world's largest mgmt software company	n/a	n/a	Contract for transformation of its enterprise resource planning systems globally	12/01/2004	Global*	Retail
Accenture	Defense Logistics Agency	Government		\$22,500,000	5.0	Contract to provide seamless data architecture, modernize and integrate existing infrastructure	11/17/2003	Domestic	Retail
Accenture	Department of Defense	Government		\$15,900,000	5.0	Contract to consolidate HR systems, provide integrated access to personnel info	11/17/2003	Domestic	Retail
Accenture	Dynegy Inc.	Energy/Natural Resources/Utilities	Dynegy provides electricity, natural gas and natural gas liquids to markets and customers nationwide	Multi-million	Multi-year	Contract to cut cot costs across key support functions, including IT	02/19/2004	Domestic	Retail
Accenture	EMS Pipeline Services	Energy/Natural Resources/Utilities		n/a	n/a	Contract to provide applications management, software development services	11/15/2004	Domestic	Retail

Business Contracts Won by Competitive Carriers

CLEC	Company	Industry	Detailed Description	Value	Contract Duration (Years)	Other/Comments	Release Date	Domestic/Global	Wholesale/Retail
Accenture	Erie Insurance Group	Financial Services	Erie Insurance Group is a leading property/casualty insurer based in Erie, Pennsylvania	n/a	n/a	Contract to enable real-time transaction processing, integration of customer/agent	03/04/2003	Global*	Retail
Accenture	Fireman Fund's Insurance Co	Financial Services	Fireman Fund's Insurance Co provides business and personal insurance	n/a	n/a	Contract to provide web platform that uses diagnostics and rules-based technology to help improve underwriting efficiencies	12/01/2004	Domestic	Retail
Accenture	Hartford Financial Services Group	Financial Services	Hartford Financial Services Group is one of the nation's largest investment and insurance companies	n/a	n/a	Contract to provide net-based claims-processing solution	04/05/2004	Domestic	Retail
Accenture	Health Alliance Plan (HAP)	Financial Services	HAP is a nonprofit health plan serving more than 529,000 members nad 2800 employer groups	n/a	5.0	Contract extension of agreement to provide IT outsourcing for core administrative systems	03/27/2005	Domestic	Retail
Accenture	Marathon Oil	Energy/Natural Resources/Utilities	Marathon Oil is engaged in worldwide exploration and production of crude oil and natural gas	n/a	Multi-year	Contract to assist migration to electronic field ticketing system for Marathon oilfield ops	04/24/2003	Domestic	Retail
Accenture	Military Health System/Veterans Affairs Department	Government		\$8,000,000,000	10.0	One of several contractors, contract to support MHS IT programs	02/02/2004	Domestic	Retail
Accenture	NASA	Government		n/a	n/a	Contract to integrate financial mgmt sys	07/14/2003	Domestic	Retail
Accenture	Net.com	Technology	Net.com is a leading provider of networking equipment	n/a	n/a	Collaboration with IP Video project, providing integration svcs	06/04/2003	Domestic	Retail
Accenture	Providian	Financial Services	Providian Bancorp Services subsid. Providian is a leading provider of credit cards	n/a	n/a	Contract to develop tech apps, provide IT maintenance, service tasks	08/00/2003	Domestic	Retail
Accenture	State of Arizona	Government		\$98,000,000	5.0	Transformation of executive branch agency telecom capabilities to next-gen converged network technologies	04/04/2005	Domestic	Retail
Accenture	State of Michigan	Government	Computer system to facilitate payment and receipt of child support funds	\$44,000,000	3.0	Contract to provide basic maintenance of system	12/07/2003	Domestic	Retail
Accenture	State of Nevada	Government		\$27,900,000	4.0	Contract to provide modernized tax system	09/13/2004	Domestic	Retail
Accenture	State of Oregon	Government		\$1,700,000	1.0	First phase of contract to consolidate computer operations and 32 data centers	03/25/2004	Domestic	Retail
Accenture	State of Wisconsin	Government	Wisconsin Elections Board	\$12,500,000	5.0	Contract to create a computerized voter registration system	12/06/2004	Domestic	Retail
Accenture	The Medicines Control Agency	Healthcare	Medicines Control Agency is a public health leader in regulating medicinal products and shaping the pharmaceutical industry	\$95,000,000	n/a	Outsourcing contract	02/06/2003	Global*	Retail
Accenture	Toshiba	Conglomerates		n/a	n/a	Contract to provide various IT svcs	03/10/2003	Domestic	Retail
Accenture	US Army Contracting Agency	Government		\$5,566,470	n/a	Contract to provide software integration, implement HR mgmt software	11/24/2004	Domestic	Retail
Accenture	US Army Military Traffic Mgmt Command	Government	US Army Military Traffic Management Command	\$15,430,000	n/a	Contract to replace/update Surface Transportation Mgmt Sys	01/22/2003	Domestic	Retail
Accenture	US Dept of Homeland Security	Government		\$10,000,000,000	5.0	Contract to develop/implement new entry/exit system deployed at 400 points of border entry; requires data/image data integration	06/01/2004	Domestic	Retail
AGL Networks	Georgia Public Web	Communications Services	Non-profit provider of Internet and telecommunications services to more than 40 municipal systems in the state	n/a	n/a	Long-term lease for access to and use of AGL fiber in metropolitan Atlanta	01/21/2004	Domestic	Wholesale
AGL Networks	ITC*DeltaCom	Communications Services	Provider of telecom services to residential and business customers certified in 12 states	n/a	20.0	Lease agreement to provide access to Atlanta-area fiber	10/14/2003	Domestic	Wholesale
AGL Networks	Limelight Networks	Communications Services	Provider of end-to-end IP delivery solutions for applications such as streaming media, content delivery, etc.	n/a	7.0	Contract to provide three dark fiber rings around the Phoenix metro area	12/11/2003	Domestic	Wholesale
AGL Networks	Morehouse School of Medicine	Education/Research	School of medicine located in Atlanta, Georgia	n/a	n/a	Long term agreement to provide dark fiber from Morehouse's main campus to a carrier access point	03/13/2003	Domestic	Wholesale
AGL Networks	Sprint	Communications Services	Global communications company serving more than 26 M business and residential customers in 70 countries	n/a	n/a	Agreement to provide fiber in Phoenix to Sprint	05/14/2003	Domestic	Wholesale
AGL Networks	Turner Broadcasting	Media	Major producer of news and entertainment products and cable programmer	n/a	10.0	Lease to provide access to AGL's Atlanta area network	02/18/2003	Domestic	Wholesale
ALLTEL	FirstBank Southwest of Amarillo, Texas	Financial Services	Based in Amarillo, Texas	n/a	n/a	FirstBank Southwest will use a number of different ALLTEL products including ALLTEL's HORIZON banking system and ALLTEL's business continuity services	01/15/2003	Domestic	Retail
ALLTEL	Martin Group	Technology	Martin Group provides software solutions, business services and engineering services	n/a	n/a	Contract to provide project management, implementation and data migration assistance to Martin Group	10/02/2003	Domestic	Retail
ALLTEL	Oceanic Digital Communications	Communications Services	Oceanic Digital is an integrated communications services provider in the Caribbean	n/a	n/a	Outsourcing agreement for prepaid provisioning and customer care services	09/09/2003	Domestic	Retail
ALLTEL	Sovereign Bancorp	Financial Services	Sovereign Bancorp is headquartered in Philadelphia and is the parent company of Sovereign Bank.	n/a	6.0	Outsourcing agreement; Sovereign will use more than a dozen different ALLTEL products.	01/22/2003	Domestic	Retail
ALLTEL	VALOR Telecommunications	Communications Services	VALOR Telecommunications is a privately held telecommunications company and an ILEC	n/a	2.0	Extension of existing agreement (pov through 2008), under which ALLTEL provides remote outsourcing of all production operations for customer care, end-user billing, carrier access billing, operational support services and print/stuff/mail requirements	09/09/2004	Domestic	Retail

Business Contracts Won by Competitive Carriers

CLEC	Company	Industry	Detailed Description	Value	Contract Duration (Years)	Other/Comments	Release Date	Domestic/Global	Wholesale/Retail
American Fiber Systems	Cleveland State University	Education/Research	Public university in the state of Ohio.	n/a	n/a	Agreement to provide dark-fiber connectivity for Cleveland State University	09/11/2003	Domestic	Retail
American Fiber Systems	Computers & Tele-Comm, Inc.	Technology	CTC specializes in high-speed wireless data design and delivery	n/a	3.0	Agreement to provide Ethernet Internet Service for subscribers of CTC's proprietary fixed wireless protocol	12/15/2003	Domestic	Wholesale
American Fiber Systems	Cox Communication	Communications Services	Cox is a multi-service broadband communications company	n/a	Long-term	Contract to provide dark-fiber infrastructure to Cox in Kansas City, MO.	11/26/2003	Domestic	Wholesale
American Fiber Systems	FullControl Network	Technology	FullControl Network is an application service provider and Internet service company based in Kansas City, Missouri.	n/a	5.0	Master service agreement to provide FullControl Network Ethernet Internet Service over its optical fiber network in Kansas City	12/07/2004	Domestic	Wholesale
American Fiber Systems	OARnet	Technology	State-funded Internet services division of the Ohio Supercomputer Center in Columbus, Ohio	n/a	20.0	Agreement to provide dark-fiber services in Cleveland	03/24/2003	Domestic	Wholesale
American Fiber Systems	Seren Innovations, Inc.	Communications Services	Seren is a provider of cable TV, high-speed Internet and local and long distance telephone services	n/a	20.0	Agreement to lease fiber strands on its Minneapolis network to Seren	12/15/2003	Domestic	Wholesale
American Fiber Systems	The Utah Education Network (UEN)	Education/Research	UEN is a consortium of public education partners, including the Utah System of Higher Education and its ten universities and colleges	n/a	n/a	Contract to provide Ethernet Internet Access service, including the construction of a new fiber route	07/12/2004	Domestic	Retail
American Fiber Systems	Vanderbilt University Medical Center	Healthcare	A comprehensive health care facility serving more than 300,000 people each year.	n/a	n/a	Agreement to provide a dark-fiber network for Vanderbilt University Medical Center and unrestricted use of multiple strands of fiber optic cable	12/15/2003	Domestic	Retail
American Fiber Systems	Wholesale Internet, Inc.	Technology	Provider of web hosting services since 1999, with a data center located in Kansas City, MO	n/a	3.0	Agreement to provide Ethernet Internet Service	12/19/2003	Domestic	Wholesale
AT&T	Air China	Transportation/Shipping	Air China is the largest air carrier in China in terms of traffic volume and company assets.	Multi-million	n/a	Contract to provide end-to-end global Frame Relay services w/bilateral International Private Leased Circuits, also managed network services	03/19/2003	Global*	Retail
AT&T	Air Force NetCents	Government		\$9,000,000,000	5.0	Subcontractor to Northrop Grumman; 3 year contract to sell network technology/ equip as well as systems engineering, installation, operations, maintenance	10/18/2004	Domestic	Retail
AT&T	Air Jamaica	Transportation/Shipping	With over 30 years of service and the most modern fleet servicing the region, Air Jamaica has pursued a steady program of expansion, opening up more areas of the U.S. and the United Kingdom to the Caribbean.	\$1,100,000	3.0	Contract to provide advanced networking capabilities to integrate 30 locations internationally, IP VPN, expands existing agreement	09/08/2004	Global	Retail
AT&T	Allied Domecq	Consumer Non-Cyclical	Number two publicly traded international spirits, wine and quick service restaurant company, with world famous brands such as Courvoisier, Tia Maria, Dunkin' Donuts, Beehive gin, Canadian Club and Kahua	\$18,000,000	3.0	Contract, extension of current agreement, to provide global data networking solution, IP VPN	11/05/2003	Global*	Retail
AT&T	Allied Electronics	Technology	Allied Electronics, Inc., an American leader in industrial distribution of electronics and electromechanical components from companies such as Agilent, Honeywell, National Semiconductor and Vishay.	\$2,500,000	3.0	Contract to deploy IP VPN connecting 61 sites and managing all points of supply chain	07/29/2004	Domestic	Retail
AT&T	American HomePatient	Healthcare	Provider of home healthcare products and services, patient assessment and education, and clinical expertise	n/a	3.0	Contract for high-speed network to connect 280 facilities in US; expands existing agreement	02/07/2005	Domestic	Retail
AT&T	AmeriNet Inc.	Healthcare	AmeriNet's wide array of cost-reduction programs and performance improvement services is used by more than 20,000 member facilities, including hospitals, integrated delivery networks, long-term care facilities, surgery centers, clinics, home care and emergency centers	\$10,500,000	3.0	Contract to provide suite of voice, data and IP services to AmeriNet members	10/28/2003	Domestic	Retail
AT&T	AssetPoint	Business Services	Since 1978, AssetPoint has been the pioneer in delivering integrated enterprise asset management (EAM) software and services that improve profitability and productivity for the process, manufacturing and facilities industries.	n/a	n/a	Contract to provide managed hosting for TabWare OnLine, plant and facility assets management software	06/17/2003	Global	Retail
AT&T	Atlas Copco	Basic Materials/Capital Goods	Atlas Copco companies develop and manufacture electric and pneumatic tools, compressed air equipment, construction and mining equipment, assembly systems, and offer related service and equipment rental.	\$10,000,000	3.0	Contract to integrate various networks, provide data and voice services	05/27/2004	Domestic	Retail

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CLEC	Company	Industry	Detailed Description	Value	Contract Duration (Years)	Other/Comments	Release Date	Domestic/Global	Wholesale/Retail
AT&T	Atrium	Consumer Non-Cyclical	Atrium is one of the nation's largest manufacturers and distributors of residential windows and patio doors, with 56 manufacturing and distribution centers spread across 22 states and Mexico.	\$1,200,000	3.0	Contract to host networking applications, support online order system, provide local and long-distance voice, teleconference, private-line services and Internet access	04/07/2004	Domestic	Retail
AT&T	Avnet	Technology	Avnet is a leading distributor of electronic components and computer products.	n/a	Multi-year	Multi-year contract to deploy high-speed networking solution, integrates flagship logistics and distribution center with European locations, E-VPN	08/04/2004	Global	Retail
AT&T	Bank of India	Financial Services	Bank of India (BOI) is one of India's premier banks with over fifty years of global banking experience.	n/a	n/a	Contract with IBM, to support BOI's global network platform using AT&T's International end-to-end Private Line Service as core component, will also supply suite of managed services from Global Client Support Centre (GCSC)	10/28/2004	Global	Retail
AT&T	Bio-Reference Laboratories	Healthcare	Bio-Reference Laboratories is a full service clinical laboratory with specialty capability, especially in the areas of genomics, oncology, correctional health, and complimentary medicine.	\$1,200,000	3.0	Contract to provide secure, integrated voice and data network linking 60 locations, supports business continuity plans	04/05/2004	Domestic	Retail
AT&T	BISYS	Business Services	Provider of outsourcing solutions of financial services companies.	Multi-million	3.0	Contract for network linking employee sites, expands existing contract	01/18/2005	Domestic	Retail
AT&T	BJ Services	Energy/Natural Resources/Utilities	The core business is cementing, stimulation, downhole tools and coiled tubing services worldwide. BJ also provides tubular services, process and pipeline services, and specialty chemical services in selected geographic markets.	\$7,200,000	3.0	Contract to upgrade BJ network and integrate more than 85 US/overseas locations; will also provide domestic and international long-distance	10/27/2004	Global	Retail
AT&T	Blue Cross Blue Shield Association	Healthcare	Comprised of 41 independent, locally operated Blue Cross and Blue Shield Plans that collectively provide healthcare coverage for more than 88 million Americans.	Multi-million	2.0	Contract for wide range of networking services, expands upon existing agreement, incl Business local services, managed and professional services, ATM	03/26/2003	Domestic	Retail
AT&T	Blue Cross Blue Shield Association (BCBSA)	Healthcare	Comprised of 41 independent, locally operated Blue Cross and Blue Shield Plans that collectively provide healthcare coverage for more than 88 million Americans.	\$3,600,000	3.0	Contract for integrated hosting and storage services; support business continuity/disaster recovery plan	06/02/2004	Domestic	Retail
AT&T	Blue Cross Blue Shield Association (BCBSA)	Healthcare	Comprised of 41 independent, locally operated Blue Cross and Blue Shield Plans that collectively provide healthcare coverage for more than 88 million Americans.	Multi-million	n/a	Contract to provide full portfolio of AT&T voice, data, hosting, IP and managed services	09/21/2004	Domestic	Retail
AT&T	Bombay Company	Consumer Non-Cyclical	The Bombay Company, Inc. designs, sources and markets a unique line of home accessories, wall decor and furniture through 435 retail outlets, specialty catalogs and the Internet in the U.S. and internationally.	\$5,400,000	3.0	Contract to update, integrate and manage the company's information technology platform, including data and voice communications, using Managed Frame Relay Service	02/24/2004	Domestic	Retail
AT&T	Booz Allen	Business Services	Booz Allen provides services in strategy, organization, operations, systems, and technology to the world's leading corporations, government and other public agencies, emerging growth companies, and institutions.	\$5,000,000	n/a	Contract to reengineer and standardize firm's infrastructure; MPLS, IP frame relay and ATM services, DSL-to-frame relay, leased-line access	05/24/2004	Global	Retail
AT&T	Briggs & Stratton Corp.	Basic Materials/Capital Goods	Briggs & Stratton Corporation is the largest manufacturer of small, air-cooled engines for outdoor power equipment, such as lawn mowers, pressure washers and generators.	Multi-million	n/a	Renewed contract that includes long-distance, Internet, teleconferencing and domestic data services; adds managed international data service and increased networking capacity	03/08/2004	Global	Retail
AT&T	Brown-Forman	Consumer Goods	Maker of consumer products such as Jack Daniel's, Southern Comfort, and Korbel Champagne.	\$5,000,000	3.0	Contract for an IP VPN connecting more than 20 locations; seamless integration with European network already provided by AT&T	02/14/2005	Domestic	Retail
AT&T	CACI International Inc.	Technology	Provider of IT and network solutions for defense, intelligence, and e-government.	\$3,000,000	n/a	Subcontractor- CACI International Inc. will provide network security to support email and critical FAA administrative applications; international frame relay and ATM	03/30/2004	Global	Retail
AT&T	CareCore National	Healthcare	An independent, physician founded radiology management services organization	\$3,600,000	3.0	Contract to provide integrated network, integrate local, long-distance voice, data, and Internet services	03/04/2004	Domestic	Retail
AT&T	CCH Inc.	Business Services	Provider of tax and accounting information, software and services.	n/a	n/a	Contract to design and implement integrated networking solution across 13 locations; MPLS VPN	04/13/2004	Domestic	Retail
AT&T	Centerpoint Energy	Energy/Natural Resources/Utilities	Provider of electric transmission & distribution, natural gas distribution and sales, interstate pipeline and gathering operations, and 14,000+ MW of power generation in Texas.	\$7,800,000	3.0	Contract to provide toll-free services, calling card, frame relay, private line, Internet access services; AT&T OneNet Service, AT&T BusinessDirect portal	10/14/2004	Domestic	Retail
AT&T	Chicago Mercantile Exchange Inc.	Financial Services	The largest futures exchange in the United States.	n/a	3.0	Contract to provide fully managed hosting solution, business continuity and disaster recovery plans, expands upon existing networking, IP, teleconferencing relationship	01/29/2004	Domestic	Retail
AT&T	Chicago Tribune Company	Media	Publishes the Chicago Tribune	n/a	n/a	Contract to provide enterprise continuity solution, linking two Chicago sites	03/16/2004	Domestic	Retail

Business Contracts Won by Competitive Carriers

CLEC	Company	Industry	Detailed Description	Value	Contract Duration (Years)	Other/Comments	Release Date	Domestic/Global	Wholesale/Retail
AT&T	Childtime Learning Centers, Inc.	Education/Research	Childcare provider with a network of centers operating in 23 states and the District of Columbia.	\$4,000,000	2.0	Contract to integrate and standardize communications at 340 US locations, provide WAN; provide also managed hosting services	04/20/2004	Domestic	Retail
AT&T	CIQ, Inc.	Financial Services	Provider of credit hotline and call-processing services for businesses and consumers	n/a	2.0	Contract to provide a secure hosting environment	03/01/2005	Domestic	Retail
AT&T	Clarian Health Partners	Healthcare	Non-profit healthcare organization comprised of Methodist Hospital, Indiana University Hospital and Riley Hospital for Children	\$11,000,000	5.0	Contract to provide integrated high-speed local data and voice networking solution	05/11/2004	Domestic	Retail
AT&T	Continental Airlines	Transportation/Shipping	World's sixth-largest airline with more than 2,800 daily departures throughout the Americas, Europe and Asia	\$15,000,000	n/a	Contract provides toll-free services, call center solutions, frame relay, private line services, enhance customer service efficiency	08/10/2004	Domestic	Retail
AT&T	CSAA	Automotive	The California State Automobile Association offers a wide array of automotive, travel, insurance and financial services to more than 4 million members.	n/a	Multi-year	Multi-year contract to provide managed hosting services	04/07/2004	Domestic	Retail
AT&T	Dairy Farmers of America (DFA)	Consumer Non-Cyclical	Headquartered in Kansas City, Mo., the largest dairy co-operative in the United States and the largest marketer of fluid milk in the world.	\$6,000,000	3.0	Contract to provide range of voice, data and internet services	03/09/2004	Domestic	Retail
AT&T	Darden Restaurants	Travel/Hospitality/Restaurants	Owms and operates over 1,270 Olive Garden, Red Lobster, Bahama Breeze, Smokey Bones BBQ, and Season 52 restaurants	\$1,400,000	n/a	Contract to provide local service, expands existing portfolio of Internet, data, voice services	10/02/2003	Domestic	Retail
AT&T	Deere & Co.	Basic Materials/Capital Goods	Manufacturer of agricultural and forestry equipment and a major supplier of equipment used in construction and grounds care.	\$7,000,000	3.0	Contract renews existing agreement that incl portfolio of voice and data services, adds fully managed, integrated voice, data, and IP access service	07/21/2004	Domestic	Retail
AT&T	Deutsche Bank	Financial Services		\$60,000,000	5.0	Contract extends and expands relationship, standardize data and voice platforms that support 37 US locations; local, long-distance, international data and voice services, Internet and calling card services; support business continuity infrastructure	06/23/2004	Domestic	Retail
AT&T	DHL	Transportation/Shipping	Provider international express shipping and logistics, specializing in providing innovative and customized solutions from a single source.	Multi-million	3.0	Contract to integrate network for 650 locations in US, renews and expands existing contract for MPLS-based IP VPN	09/23/2004	Domestic	Retail
AT&T	DirecTV	Communications Services	Provider of satellite television	\$69,000,000	3.0	Contract for a WAN solution, giving DTV the ability to roll out IP services for customer service, etc.; expands existing contract	02/23/2005	Domestic	Retail
AT&T	Eastman Kodak Company	Technology	Kodak is the leader in helping people take, share, enhance, preserve, print and enjoy pictures for memories, for information and for entertainment.	n/a	Multi-year	Multi-year contract to support online applications	04/28/2003	Global	Retail
AT&T	Election System & Software	Technology	Provider of total election management software	\$1,400,000	2.0	Renewed contract for data and voice services	01/19/2005	Domestic	Retail
AT&T	Elizabeth Arden	Consumer Goods	Global prestige fragrance and beauty products company.	Multi-million	n/a	Contract to provide global networking solution, IP VPN deployed, integrates 16 countries incl US.	07/27/2004	Global	Retail
AT&T	ENSR	Business Services	Management of air and water quality, environment, integrated remediation and site closure.	\$1,300,000	3.0	Contract for a fully-meshed voice and data network between 70 worldwide office	02/16/2005	Global	Retail
AT&T	Erickson Retirement Communities	Basic Materials/Capital Goods	Erickson comprises a total of 12 independent and assisted-living retirement communities in Maryland.	\$1,700,000	2.0	Contract to provide integrated secure data networking infrastructure	10/15/2003	Domestic	Retail
AT&T	Evangelical Lutheran Good Samaritan Society	Nonprofit		\$6,500,000	3.0	Contract Integrated Network Connection Service (INCS), fully managed, integrated voice, data and IP access service	10/19/2004	Domestic	Retail
AT&T	Evergreen Marine	Transportation/Shipping	Provider of international liner transportation services, shipping agencies, vessel repairs, in addition to container terminal operations and seafarer training.	n/a	n/a	Contract to provide comprehensive enterprise hosting and disaster recovery solution connecting 240+ locations, 120 vessels	03/22/2004	Global	Retail
AT&T	Federal Trade Commission	Government		\$3,500,000	n/a	Contract with up to 9 extension yrs, to develop and implement "Do Not Call" Registry	02/26/2003	Domestic	Retail
AT&T	Finnair Oyj	Transportation/Shipping	Provider of aviation services, travel agencies, package tours, catering, travel information and reservation services, comprising 13 Finnish and 3 foreign subsidiaries and two real estate companies.	\$6,000,000	3.0	Contract to provide global WAN across Europe, N. America, Asia-Pac, using IP VPN, and Managed Data Network services	05/22/2003	Global	Retail
AT&T	Fireman's Fund Insurance Co.	Financial Services	Property and casualty insurance	\$42,000,000	5.0	Contract to design and manage a nationwide IP VPN network for 60 locations	01/12/2005	Domestic	Retail
AT&T	First Data	Financial Services	The company provides credit, debit, private-label, smart and stored-value card issuing and merchant transaction processing services. Internet commerce solutions, money transfer services, money orders, and check guarantee and verification services.	n/a	3.0	Contract to provide extensive portfolio of data and voice services; local-access, private-line, and long-distance services; Transaction Routing Service runs on IP/VPN	10/26/2004	Global	Retail

Business Contracts Won by Competitive Carriers

CLEC	Company	Industry	Detailed Description	Value	Contract Duration (Years)	Other/Comments	Release Date	Domestic/Global	Wholesale/Retail
AT&T	Food and Drug Administration (FDA)	Government		\$3,500,000	4.0	Contract to provide managed web hosting, custom integration, and professional services <i>oversight team</i>	03/26/2003	Domestic	Retail
AT&T	Franz Haniel & Cie GmbH	Healthcare	Haniel is an international organisation operating through six divisions covering pharmaceutical wholesale and retailing, repair of fire and water damage, international trading of metals	Multi-million	Multi-year	Multi-year contract to develop standardized, optimized worldwide data network, "WAN services shopping cart"	03/12/2003	Global*	Retail
AT&T	GameStop	Consumer Goods	GameStop Corp. (NYSE: GME) is the nation's largest video game and entertainment software specialty retailer.	\$3,600,000	3.0	Contract to provide high-speed connectivity to 1,603 retail stores	06/01/2004	Domestic	Retail
AT&T	GEICO Direct	Financial Services	GEICO insures private passenger automobiles and provide homeowner and other types of insurance for <i>qualified applicants</i> .	\$190,000,000	5.0	Contract to provide full range of data and voice services	09/29/2003	Domestic	Retail
AT&T	Georgia-Pacific	Basic Materials/Capital Goods	Georgia-Pacific is one of the world's leading manufacturers of tissue, packaging, paper, building products, pulp and related chemicals.	Multi-million	3.0	Contract to deploy WAN and provide integrated communications platform serving 300 US locations, Frame Relay to ATM	11/19/2003	Domestic	Retail
AT&T	Greenway Medical Technologies, Inc.	Technology	Provider of software and services used for integrated practice management, electronic medical records and managed care solutions.	\$8,800,000	n/a	Contract extension to continue providing frame relay network with growth in network included	12/01/2004	Domestic	Retail
AT&T	Groupe SEB	Consumer Goods	Group SEB is the world leader in Small Domestic equipment.	\$3,300,000	2.0	Contract renewal to serve more than 60 locations, MPLS IVPN; managed services	06/01/2004	Global	Retail
AT&T	GroupEAD Europe S.L.	Business Services	The objective of GroupEAD Europe S.L. is to operate the EAD service and provide the EAD clients with validated dynamic and static aeronautical data.	\$5,800,000	3.0	Contract to provide Europe-wide managed data network using frame relay, WAN connecting 29 locations to Copenhagen database	04/28/2004	Global*	Retail
AT&T	GSI Commerce	Communications Services	GSI Commerce is a leading outsource solution provider for e-commerce.	n/a	Multi-year	Contract to increase space, power, bandwidth, GSI has to host e-commerce sites	01/12/2004	Domestic	Retail
AT&T	Hanover Direct	Consumer Goods	Hanover Direct provides quality, branded merchandise through a portfolio of catalogs and e-commerce platforms to consumers, as well as a comprehensive range of Internet, e-commerce, and fulfillment services to businesses.	\$2,000,000	2.0	Integrated network for 14 US locations, WAN, portfolio of data/voice services incl local, long-distance toll-free, teleconference, Business Internet Access	06/07/2004	Domestic	Retail
AT&T	Health Net Inc.	Healthcare	Health Net, Inc. is among the nation's largest publicly traded managed health care companies. Health Net's subsidiaries also offer managed health care products related to behavioral health and prescription drugs, and offer managed health care product coordination for multi-region employers and administrative services for medical groups and self-funded benefits programs.	n/a	3.0	Contract renewal, toll-free service; also voice and data services	07/20/2004	Domestic	Retail
AT&T	Helzberg Diamonds	Consumer Goods	Helzberg operates 264 retail jewelry stores in 37 states.	Multi-million	n/a	Expands existing local and long-distance services agreement; provides integrated networking solution for 250+ retail stores	06/08/2004	Domestic	Retail
AT&T	Henry Schein	Healthcare	Distributor of healthcare products and services	\$15,000,000	3.0	Contract to provide a networking solutions, incl integration of US locations, and local and long distance voice for international locations	11/10/2004	Global	Retail
AT&T	Hilton Hotels Corporation	Travel/Hospitality/ Restaurants	Hilton Hotels Corporation is recognized internationally as a preeminent hospitality company.	\$67,000,000	n/a	Expanded existing relationship, existing WAN, enables Hilton's technology to provide identical views of guest information across brands; also local, intl, teleconference, frame relay, ATM, toll-free services	06/23/2004	Global	Retail
AT&T	Hilton Hotels Corporation	Travel/Hospitality/ Restaurants	Hilton Hotels Corporation develops, owns, manages or franchises approximately 2,100 hotels, resorts and vacation ownership properties.	n/a	n/a	Provide extensive portfolio of data and voice communications services for Superbowl	01/20/2004	Domestic	Retail
AT&T	Hobart West Group	Business Services	Provider of workforce management solutions	\$1,500,000	2.0	Contract to provide data center hosting and related equipment; IP VPN based on IP Frame Relay	03/25/2004	Domestic	Retail
AT&T	Holiday Inn Hotels and Resorts	Travel/Hospitality/ Restaurants	Company with more than 1500 hotels worldwide	n/a	n/a	Contract to provide networking solution that allows for advanced communication and amenity services to serve guests	02/19/2004	Domestic	Retail
AT&T	HSN.com	Consumer Goods	HSN is a global multi-channel retailer with consolidated sales of close to \$2 billion dollars and a growing customer base of over five million. Its programming reaches more than 136 million homes	\$1,000,000	2.0	Contract to provide advanced Web solution for online presence, alternate-site hosting services	09/10/2003	Domestic	Retail
AT&T	Huntsman LLC	Basic Materials/Capital Goods	The world's largest privately held chemical company, its operating companies manufacture basic products for a variety of global industries.	\$9,000,000	Multi-year	Multi-year contract to integrate and standardize Huntsman global communications infrastructure, design and evolve networking capabilities	06/30/2003	Global	Retail
AT&T	Hyatt Hotels	Travel/Hospitality/ Restaurants	Hotel chain	n/a	3.0	Contract for managed hosting services for Hyatt.com website	02/22/2005	Domestic	Retail

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CLEC	Company	Industry	Detailed Description	Value	Contract Duration (Years)	Other/Comments	Release Date	Domestic/Global	Wholesale/Retail
AT&T	Image Management Systems and Support Corp.	Technology	Company specializing in medical imaging systems integration	n/a	3.0	Contract to provide IP VPN and server hosting; expands existing contract	03/08/2005	Domestic	Retail
AT&T	IMC Global Inc.	Consumer Non-Cyclical	The world's largest producer and marketer of concentrated phosphates and potash crop nutrients for the agricultural industry and a leading global provider of feed ingredients for the animal nutrition industry.	\$2,000,000	2.0	Contract to design, deploy, manage a secure networking solutions linking 23 US/Canada locations	02/23/2004	Domestic	Retail
AT&T	InterActiveCorp	Technology	IAC/InterActiveCorp is the world's leading multi-brand interactive commerce company.	\$18,000,000	3.0	Contract to consolidate and integrate communications capabilities; support business continuity plans; IP VPN, based on IP Frame Relay and ATM	05/26/2004	Domestic	Retail
AT&T	IRS	Government		\$180,000,000	5.0	Contract to provide toll free 800 services to handle 130 million annual calls; renews existing agreement	03/11/2003	Domestic	Retail
AT&T	J.M. Huber Corp.	Basic Materials/Capital Goods	A diversified, multinational supplier of engineered materials, natural resources and technology-based services to customers spanning many industries.	\$2,500,000	3.0	Contract for managed hosting	02/09/2005	Domestic	Retail
AT&T	JM Family Enterprises	Automotive	Car dealerships as well as companies providing automotive financial products and services	\$17,000,000	Multi-year	Contract to provide integrated networking platform; high-speed fiber-optic connectivity among data centers; IP VPN	02/16/2004	Domestic	Retail
AT&T	K. Hovmanian	Basic Materials/Capital Goods	K. Hovmanian is a leader in the residential construction industry.	\$6,300,000	3.0	Contract to provide voice services and a high-speed frame relay data network	03/25/2004	Domestic	Retail
AT&T	K/P Corp.	Business Services	Provider of direct marketing solutions and business process consulting, along with a wide range of fulfillment, mailing, and printing services.	\$1,800,000	2.0	Contract for hosting and WAN; integrates 10 office and production facilities; incl long-distance and teleconference voice services, frame relay and ATM data services	07/13/2004	Domestic	Retail
AT&T	Kenneth Cole	Consumer Goods	Kenneth Cole Productions designs, sources, and markets a broad range of footwear, handbags, and accessories.	n/a	Multi-year	Multi-year contract to provide managed hosting for online retail sales outlet	09/11/2003	Domestic	Retail
AT&T	Knight Ridder Corp.	Media	The second-largest newspaper publisher in the US, with products in print and online.	\$7,200,000	3.0	Contract renews and expands existing agreements; provides WAN; integrating voice, data, toll-free, calling card, Internet access	08/17/2004	Domestic	Retail
AT&T	Konica Minolta Business Solutions	Technology	Provides a broad range of multifunctional digital imaging solutions	\$2,700,000	n/a	Contract to create IP VPN network to integrate 92 locations in US	01/27/2005	Domestic	Retail
AT&T	KRM Information Services Inc.	Communications Services	KRM Information Services is a provider of virtual seminar services.	\$1,600,000	3.0	Contract to provide toll-free long-distance, Business Internet Access services; renews existing agreement	08/24/2004	Domestic	Retail
AT&T	LA Weight Loss	Miscellaneous Services	Provides clients with effective weight-loss programs	\$10,500,000	3.0	Contract to provide fully managed WAN; integrates 310 company centers	01/27/2004	Domestic	Retail
AT&T	Lincoln Educational Services	Education/Research	Provider of career training with many national locations	\$5,000,000	3.0	Contract to provide integrated data and voice networking solution, linking 23 campuses; IP VPN enabling VoIP deployment	11/11/2003	Domestic	Retail
AT&T	Lockheed Martin	Basic Materials/Capital Goods	Primarily engaged in the research, design, development, manufacture and integration of advanced technology systems, products and services.	\$60,000,000	3.0	Contract expands existing agreement for full range of voice and data services	05/12/2004	Global	Retail
AT&T	Marine Corps	Government		\$676,000	1.0	Contract to upgrade the Marine Corps' system for tracking computer hardware acquisitions, so it is accessible using a web portal and is linked to several related Marine Corps systems	02/23/2004	Domestic	Retail
AT&T	Marine for Life	Government		\$4,000,000	5.0	Contract to deploy web-based system to assist social networking with Marines-civilian transition	09/16/2003	Domestic	Retail
AT&T	Maritz Inc.	Travel/Hospitality/Restaurants	A global leader in performance improvement, travel and marketing research	\$1,200,000	3.0	Contract to provide redundancy and security for Maritz internet site clients	09/28/2004	Domestic	Retail
AT&T	Marriott International, Inc.	Travel/Hospitality/Restaurants	A leading worldwide hospitality company with over 2,700 lodging properties in the United States and 67 other countries and territories	n/a	3.0	Contract expands existing portfolio of voice and data services; to provide end-in-end, frame relay network; integrates 40+ Canadian locations with US	03/31/2004	Global	Retail
AT&T	Maryland Department of Health and Mental Hygiene	Government		\$860,000	1.0	Contract to build web-based system of managing claims payments for three statewide health programs	09/18/2003	Domestic	Retail
AT&T	Mavent	Financial Services	A provider of automated compliance solutions for the residential mortgage industry.	\$1,400,000	3.0	Contract to provide hosting; enable system to provide customers with enhanced service, security, and monitoring using frame relay services and Business Internet Access	07/07/2004	Domestic	Retail
AT&T	Medicare/Medicaid services	Government		\$76,000,000	4.0	Contract to manage data network used to administer Medicare/Medicaid systems	05/06/2003	Domestic	Retail
AT&T	Meredith Corp.	Media	Magazine publisher	\$9,500,000	3.0	Contract to provide IP VPN network along with local, long distance, Internet and data services	12/08/2004	Domestic	Retail
AT&T	Messer Group	Basic Materials/Capital Goods	Producer of industrial gases	\$8,000,000	5.0	Contract to provide Europe-wide data network (100 locations in 30 countries)	02/28/2005	Global	Retail
AT&T	Metavante	Technology	Delivers banking and payment technologies to financial service firms	Multi-million	3.0	Contract for a voice and data network	01/26/2005	Domestic	Retail

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CLEC	Company	Industry	Detailed Description	Value	Contract Duration (Years)	Other/Comments	Release Date	Domestic/Global	Wholesale/Retail
AT&T	Mesa Corp	Basic Materials/Capital Goods	Global supplier of process industry machinery and systems, as well as know-how and aftermarket services. Core businesses are fiber and paper technology, rock and mineral processing, and automation and control technology.	\$8,000,000	3.0	Contract expands upon existing communications service contract to provide integrated global networking solution linking 130 sites in 23 countries	06/07/2004	Global	Retail
AT&T	Michael Baker Corporation	Business Services	Provider of engineering design for the transportation and civil infrastructure markets, operation and maintenance of oil and gas production facilities, architecture, environmental services, and construction management	Multi-million	3.0	Contract to integrate 30 global locations.	07/24/2003	Global	Retail
AT&T	National Communications System	Government		\$61,300,000	10.0	Contract to provide priority callisting services for key government and industry officials during emergencies	03/11/2004	Domestic	Retail
AT&T	National Gallery of Art	Government		\$7,500,000	5.0	Contract to upgrade management system, used for data retrieval	10/11/2004	Domestic	Retail
AT&T	National Leisure Group	Travel/Hospitality/Restaurants	One of the nation's largest online and offline leisure travel companies	Multi-million	n/a	Contract to provide managed frame relay, private-line and toll-free services to integrate 23 locations	09/27/2004	Domestic	Retail
AT&T	National Passport Information Center	Government		\$15,700,000	5.0	Contract to operate and manage sophisticated call center (NPIC)	07/24/2003	Domestic	Retail
AT&T	National Polar-Orbiting Environmental Satellite System	Government		\$10,000,000	7.0	Subcontractor - Raytheon	05/26/2004	Domestic	Retail
AT&T	Naval Construction Force	Government		\$13,000,000	5.0	Two 5 year contracts to help manage construction assets	03/04/2004	Domestic	Retail
AT&T	Naval Surface Warfare Center	Government		\$170,000	1.0	One year contract, with 4 option years, to provide program management and engineering personnel	11/05/2003	Domestic	Retail
AT&T	Navy Exchange Services Command	Government		\$200,000	1.0	Contract, with 1 option year (possible value of \$1,000,000), to build data network linking POS Naval base retail locations	08/26/2003	Domestic	Retail
AT&T	New Jersey Coalition of Automotive Retailers (NJ CAR)	Nonprofit		\$7,200,000	n/a	Expanding portfolio of AT&T services including local, long distance, high-speed data and Internet access	10/12/2004	Domestic	Retail
AT&T	New York Community Bank	Financial Services	Holding company for New York Community Bank, and the third largest thrift in the nation	\$8,600,000	n/a	Contract to provide integrated network that supports bank teller applications at NY state branches; WAN linking 139 branches, also high-speed Internet connectivity and local phone services	03/01/2004	Domestic	Retail
AT&T	News Corp.	Media	Diversified global media and entertainment company	\$150,000,000	7.0	Contract reviews and expands ongoing relationship to provide dedicated and switched local access services, private-line services (bandwidth-on-demand L.D., frame relay and ATM), high-speed data, and global Internet access	07/14/2003	Domestic	Retail
AT&T	Nexans	Communications Services	Provider of an extensive range of advanced copper and optical fiber cable solutions to the infrastructure, industry, and building markets.	n/a	3.0	Contract with 5 year option, to provide global IP VPN to connect global locations; MPLS-based WAN	12/17/2003	Global	Retail
AT&T	NJ TRANSIT	Transportation/Shipping	The nation's largest statewide public transportation system providing more than 752,000 daily trips on 240 bus routes, two light rail lines and 11 commuter rail lines.	\$7,500,000	5.0	Contract to upgrade administrative and operations networks with range of services - including local, long-distance, international and toll-free voice services and frame relay and private-line data services	05/17/2004	Domestic	Retail
AT&T	North Carolina Army National Guard	Government		\$940,000	1.0	Contract, with 4 option years, to build state-wide frame relay network linking 104 sites; T1/T3	07/16/2003	Domestic	Retail
AT&T	Northeast Utilities	Energy/Natural Resources/Utilities	Diversified energy company located in the Northeast.	Multi-million	3.0	Contract to provide voice and data services over an integrated network, local fiber, microwave links, and a PRI T1	06/21/2004	Domestic	Retail
AT&T	Northwest Savings Bank	Financial Services	Consumer banking	Multi-million	3.0	Contract for a WAN integrating the banks 152 banking locations; expands existing contract	03/07/2005	Domestic	Retail
AT&T	Northwestern Human Services	Healthcare	Operates 414 programs throughout Pennsylvania, New Jersey, Washington, D.C., and Virginia.	\$3,600,000	3.0	Contract to provide full range of local, long distance and data services	09/22/2003	Domestic	Retail
AT&T	Office Of Personnel Management	Government		\$830,000	3.0	Two 3 yr contracts to provide web-hosting services; improve website reliability/security; expand capacity for future traffic growth	05/28/2003	Domestic	Retail
AT&T	OMRON Europe B.V.	Technology	Leader in the field of automation and works in a variety of fields including industrial automation, electronic components industries, and healthcare.	n/a	3.0	Contract to design, integrate, install, and manage MPLS-based IP VPN	09/29/2003	Global*	Retail
AT&T	Pakistan International Airlines (PIA)	Transportation/Shipping	PIA serves four continents and 39 countries, including the United States, on its international routes, as well as 35 cities inside Pakistan.	n/a	Multi-year	Contract to upgrade global networking platform, including local, domestic toll-free, domestic and int'l LD, and global inbound services	09/01/2004	Global*	Retail
AT&T	Pall Corp.	Miscellaneous Services	Provider in the rapidly growing fields of filtration, separations and purification.	\$5,100,000	3.0	Contract to provide integrated network for domestic and international facilities; expands existing agreements; uses IP frame relay	04/21/2004	Global	Retail