

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	Penstar	Basic Materials/Capital Goods	Provider of a comprehensive range of global engineering, product design, automation and test, manufacturing and fulfillment services and solutions.	\$1,200,000	3.0	Contract to provide an integrated network linking global locations; uses IP Frame Relay service	04/21/2004	Global	Retail
AT&T	Picture Services Network	Business Services	PSN, a not-for-profit subsidiary of the International Imaging Industry Association (IIA), was formed to provide the industry with a cost effective way to expand its market reach and deliver innovative products and services to a rapidly expanding worldwide.	n/a	n/a	Contract to provide managed hosting services to PSN Directory Service	06/09/2003	Global	Retail
AT&T	ProfitCenter Software Inc.	Technology	Provides web-based business automation software	\$1,500,000	2.0	Contract for hosting	02/21/2005	Domestic	Retail
AT&T	Providea	Communications Services	Provider of proven video communications solutions comprised of best in class hardware, services, network and multipoint conferencing.	\$22,000,000	5.0	Contract to provide integrated network solution	05/24/2004	Domestic	Retail
AT&T	Randstad North America	Business Services	Provider of professional employment services and is the fourth largest staffing organization in the world	\$25,000,000	3.0	Contract integrate 500 locations, incl local, long-distance, teleconference services, VoIP	10/25/2004	Domestic	Retail
AT&T	Remington College	Education/Research		\$4,500,000	3.0	Contract to provide voice and advanced networking services, integrating 22 locations, IP VPN solution	09/14/2004	Domestic	Retail
AT&T	San Diego Data Processing Corp.	Nonprofit	Nonprofit, public benefit corporation, established in 1979 by the City of San Diego, providing information systems and telecommunication services for nearly every city department.	Multi-million	Multi-year	Contract to provide wide range of integrated data and voice communications services, including 1 GB Ethernet backbone	10/23/2003	Domestic	Retail
AT&T	Shaner Hotel Group	Travel/Hospitality/Restaurants	Headquartered in State College, PA, the company employs over 2000 employees with assets in 15 states representing seven different hotel brands	\$3,000,000	n/a	Contract to provide next generation network to link 23 locations, IP VPN, VoIP services	09/13/2004	Domestic	Retail
AT&T	Siemens AG	Conglomerates	Provider of various technologies (hardware, etc.), services, etc.	\$174,000,000	4.0	Contract extension; AT&T will continue to be Siemens' primary network provider worldwide (only parts of Europe)	12/09/2004	Global	Retail
AT&T	Sinclair Knight Merz	Business Services	Provider of services including engineering, scientific studies, logistics, etc.	\$2,800,000	4.0	Contract to build global IP VPN	01/19/2005	Global	Retail
AT&T	Skanska USA	Basic Materials/Capital Goods	Provider of services for a large range of markets, including pharmaceutical facilities, educational buildings, high-tech facilities, sports and entertainment facilities, and health care.	\$7,500,000	3.0	Contract to provide integrated, fully managed voice and data networking solution; IP VPN	11/12/2003	Domestic	Retail
AT&T	SmartStop Inc	Communications Services	Serves the U.S. trucking industry by integrating telecommunication and commerce solutions. Its products and services are targeted to the needs of travel plazas, commercial fleets and industry service providers.	\$1,000,000	3.0	Contract to offer enhanced, flexible, cost-effective telecom access to truck stop owners in 19 states	03/31/2004	Domestic	Retail
AT&T	Sports Authority	Consumer Goods	One of the nation's largest full-line sporting goods retailers offering a comprehensive high-quality assortment of brand name sporting apparel and equipment at competitive prices.	\$27,000,000	5.0	Contract to provide integrated network, covers portfolio of local, long-distance, data, video and IP services, standardizes communications services, provides business continuity	03/03/2004	Domestic	Retail
AT&T	St. Jude Medical	Healthcare	St. Jude Medical, Inc. is dedicated to the design, manufacture and distribution of innovative medical devices of the highest quality, offering physicians, patients and payers unmatched clinical performance and demonstrated economic value.	\$3,600,000	3.0	Contract to provide managed network services supporting global offices, VPN	05/17/2004	Global	Retail
AT&T	Staples	Business Services	Staples, Inc. invented the office superstore concept in 1986 and today is the world's largest office products retailer.	Multi-million	3.0	Contract extends existing agreement for data and voice services in North America, to migrate e-commerce applications to IP-based solution	09/07/2004	Domestic	Retail
AT&T	State of Arizona, Universities	Education/Research		\$3,600,000	3.0	Contract to provide LD and related services	08/13/2003	Domestic	Retail
AT&T	State of Georgia	Government		n/a	1.0	Deliver web-based emergency alert system for use by key agricultural agencies in crisis	07/15/2004	Domestic	Retail
AT&T	State of Pennsylvania	Government		\$47,000,000	5.0	Contract to provide AT&T Toll-Free Service to PA residents calling state agencies	10/01/2003	Domestic	Retail
AT&T	State of Virginia	Government		n/a	3.0	Provide relay services for hearing and speech-impaired community	02/18/2004	Domestic	Retail
AT&T	SVPCo	Financial Services	Owned by 22 of the largest banks in the United States and The Clearing House, SVPCo's services include Electronic Clearing Services, the nation's largest electronic check presentment service, and the Electronic Payments Network, the only private sector ACH processor in the U.S.	Multi-million	Multi-year	Contract to enable the reliable and secure exchange of digital check images among US financial institutions; industry utility for data-sharing, IP VPN	05/19/2004	Domestic	Retail

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AT&T	Sweet Paper Sales Corp.	Miscellaneous Services	Wholesaler of sanitation and janitorial services	n/a	n/a	Integrate 11 locations across the US on IP VPN	02/24/2005	Domestic	Retail
AT&T	Swiss International Air Lines (SWISS)	Transportation/Shipping		\$2,400,000	3.0	Contract to link 19 European SWISS locations, 13 US-Canada locations, using MPLS technology	08/25/2004	Global	Retail
AT&T	Sykes Enterprises	Business Services	Sykes is a global leader in providing customer management solutions and services to Fortune 1000 companies primarily in the technology, consumer, communications, financial services, and the transportation and leisure industries.	\$2,300,000	3.0	Contract to provide integrated networking solution; also dedicated private-line services to global call centers	11/13/2003	Global	Retail
AT&T	Tech Data Corp.	Technology	Provider of IT products, logistics management, etc.	n/a	n/a	Extension of contract to provide IP VPN, voice, VoIP, and Internet Services	01/19/2005	Domestic	Retail
AT&T	Telecoms Sans Frontières	Nonprofit		n/a	n/a	Agreement to provide financial and technical support	09/09/2003	Global*	Retail
AT&T	Tennessee Army National Guard	Government		\$940,000	1.0	Contract for statewide high speed network linking 96 locations, includes four option years (\$4.7M)	01/27/2005	Domestic	Retail
AT&T	The Associated Press	Media	The world's oldest and largest newsgathering organization, providing news content with a daily reach of 1 billion people worldwide. AP's	\$2,000,000	3.0	Contract to provide integrated data network; seamless, global IP virtual private network (VPN) linking 242 bureaus; expands existing domestic WAN agreement, incl LD and local voice services	10/14/2003	Global	Retail
AT&T	The Finish Line Inc.	Consumer Goods	One of the nation's leading athletic specialty retailers, offering the best selection of footwear, apparel and accessories for men, women and children.	Multi-million	3.0	Contract to integrate local, long-distance data and voice services, linking 500 locations with headquarters	11/24/2003	Domestic	Retail
AT&T	The Weather Channel	Media	Channel providing information on the weather nationwide.	n/a	n/a	Contract to provide streaming and caching services for weather.com	02/08/2005	Domestic	Retail
AT&T	Tickets.com	Miscellaneous Services	A leading global live event ticketing service provider	\$5,400,000	3.0	Contract for toll-free services and frame relay network, expands existing voice and data services agreement	08/31/2004	Domestic	Retail
AT&T	TNS Media Intelligence	Miscellaneous Services	A provider of strategic advertising and marketing communications information	\$1,800,000	n/a	Contract to support TNS's 100-location WAN with high-speed data capabilities, incl frame relay and IP services, upgrade infrastructure	01/29/2004	Domestic	Retail
AT&T	Turbine Entertainment Software Corp.	Miscellaneous Services	A provider of online subscription entertainment	n/a	n/a	Contract to provide hosting services to support online computer games	05/25/2004	Domestic	Retail
AT&T	Tuhill Corp.	Basic Materials/Capital Goods	Maker of a variety of industrial equipment	\$2,000,000	3.0	Contract to integrate network for all 30 locations in the US and Europe	02/24/2005	Global	Retail
AT&T	U.S. Army	Government		\$2,000,000	1.0	13 month contract to define emerging tech/communications systems to be used for training simulations	03/24/2003	Domestic	Retail
AT&T	U.S. Army	Government		\$4,300,000	1.0	Contract to upgrade maintenance and repair procedures for army helicopters	04/16/2003	Domestic	Retail
AT&T	U.S. Department of Treasury	Government		\$1,000,000,000	3.0	3 base years and 7 one-yr options could total \$1 billion; build enterprise-wide IP VPN network	12/07/2004	Domestic	Retail
AT&T	ULTA	Miscellaneous Services	Nationwide leading retail beauty products supplier	\$3,600,000	3.0	Contract to provide fully managed high-speed data solution, networking 131 store locations and HQ	12/09/2003	Domestic	Retail
AT&T	Underwriters Laboratories	Miscellaneous Services	An independent, not-for-profit organization that has evaluated products, materials and systems in the interest of public safety for 110 years.	Multi-million	n/a	Expands existing contract for long-distance voice and data services; provides IP VPN, integrating bq w/27 global locations, and business continuity support	05/26/2004	Domestic	Retail
AT&T	United Rentals	Business Services	North America's largest equipment rental company, with locations in 47 states, 10 Canadian provinces and Mexico.	Multi-million	3.0	Contract to provide an IP VPN to integrate 730 US/Canada locations, including long-distance voice, internet access, IP enabled frame relay and ATM services and a business continuity plan	10/25/2004	Domestic	Retail
AT&T	United States Golf Association	Nonprofit		n/a	3.0	Contract to provide managed hosting for USGA's national championships and main website	07/02/2003	Domestic	Retail
AT&T	URS Corp.	Business Services	Engineering services company	\$6,000,000	n/a	Contract for a network-based IP VPN running on T's MPLS network	01/25/2005	Domestic	Retail
AT&T	US Army	Government		\$134,000,000	3.5	Subcontractor for one contract- Lockheed Martin, overall, 3 1/2 yr contracts to develop live battlefield training systems	04/28/2004	Domestic	Retail
AT&T	USDA Forest Service	Government		n/a	2.0	Contract to install and maintain new high-speed backbone network	10/07/2004	Domestic	Retail
AT&T	Vandenberg Air Force Base	Government		\$1,800,000	5.0	Contract to provide local voice and data services	02/24/2004	Domestic	Retail
AT&T	Vector Security	Business Services	Security provider with branch offices located in nine Mid-Atlantic states.	\$3,000,000	3.0	Contract to integrate 22 US locations, implement IP VPN, integrated voice, data, IP services, VoIP trials	09/01/2004	Domestic	Retail
AT&T	Worldspan	Miscellaneous Services	Worldspan is the leading travel technology resource for travel suppliers, travel agencies, e-commerce sites and corporations worldwide.	Multi-million	5.0	Contract to expand existing AT&T managed network services to include advanced network-based data vaulting	05/06/2003	Global	Retail

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AT&T	Air Products	Basic Materials/Capital Goods	Air Products serves customers in technology, energy, healthcare and industrial markets worldwide with a unique portfolio of products, services and solutions, providing atmospheric gases, process and specialty gases, performance materials and chemical intermediates.	\$3,000,000	3.0	Contract to provide secure, global network solution, expands upon existing agreement, ext. voice and data services portfolio	02/09/2004	Global	Retail
AT&T	Ajilon Professional Staffing	Business Services	A specialty staffing and recruiting services firm, part of the Adecco Group	\$1,600,000	3.0	Contract to provide managed hosting, storage, and security services	03/25/2004	Global	Retail
AT&T	Army Corps of Engineers	Government		\$2,200,000	5.0	Contract to provide data networking solution, MPLS-based IP-enabled Frame Relay	02/18/2004	Domestic	Retail
AT&T	Brother International	Miscellaneous Services	Brother International Corporation is one of the premier providers of products for the home, home office and office.	\$6,000,000	3.0	Contract covers technology upgrade plus portfolio of data and voice services integrating five U.S. locations, also toll-free services and call center solutions	10/20/2004	Domestic	Retail
AT&T	Consolidated Container Corp.	Basic Materials/Capital Goods	Maker of rigid plastic containers for use as branded consumers products and beverage containers	n/a	n/a	Contract under which T will become primary local voice and network services provider, including IP VPN	11/17/2004	Domestic	Retail
AT&T	Dyno Nobel	Consumer Non-Cyclical	Dyno Nobel ASA is one of the world's leading commercial explosives companies	\$6,000,000	4.0	Contract to deploy IP VPN to 50+ global locations	01/21/2004	Global	Retail
AT&T	Enterprise Rent-A-Car	Travel/Hospitality/Restaurants	Enterprise Rent-A-Car is the largest rental car company in North America. Enterprise is the U.K.'s sole specialist in providing replacement vehicles and courtesy cars, which are relied upon in the event of an accident	\$10,500,000	3.0	Contract to develop and implement integrated network for Europe operations; high-speed, secure networking and hosting solution; Frame Relay	11/25/2003	Global*	Retail
AT&T	Ford Motor Company	Automotive	Ford Motor Company is one of the world's leading providers of automotive products and services	n/a	n/a	Contract extension to continue providing comprehensive portfolio of voice, data and Internet access services, WAN services, VTNs contract	10/13/2004	Domestic	Retail
AT&T	Hill Air Force Base	Government		\$1,500,000	5.0	Contract to provide local voice and data services	02/24/2004	Domestic	Retail
AT&T	Imerys	Energy/Natural Resources/Utilities	Active in 37 countries around the world through almost 290 manufacturing and sales sites, Imerys is the world leader in Minerals Processing.	\$2,250,000	3.0	Contract to provide IP-based data and voice networking solution, connects 50 sites, VoIP deployed in 30 US locations	08/03/2004	Global	Retail
AT&T	IRS	Government		\$54,000,000	5.0	Contract to design, implement, manage advanced network, based on VPN to replace legacy hardware and software	06/22/2004	Domestic	Retail
AT&T	Nexfor Inc.	Basic Materials/Capital Goods	Nexfor Inc. is a producer of wood-based panels and specialty papers, with operations in Canada, the United States and the United Kingdom	\$2,300,000	3.0	Contract to provide fully managed networking solution integrating 20 US/Canada/Europe sites, migrate/consolidate network to MPLS IP VPN	06/14/2004	Global	Retail
AT&T	Outsourcing Solutions Inc.	Business Services	Provider of business process outsourcing for receivables management	\$27,000,000	3.0	Contract to provide a full range of voice, data, and business continuity services integrating more than 120 locations with a WAN solution	11/16/2004	Domestic	Retail
AT&T	Salinas Valley Memorial Healthcare System	Healthcare		n/a	Multi-year	Multi-year contract to provide fully managed hosting solution, security, monitoring and maintenance of SVMHS online apps from San Fran IDC, expands upon existing agreement	01/21/2004	Domestic	Retail
AT&T	University of Miami	Education/Research		\$1,000,000	2.0	Contract expands existing relationship, provides local, long-distance, international, toll-free, teleconference, private-line, high speed data, videoconference services	07/26/2004	Domestic	Retail
AT&T	Vitamin Shoppe	Consumer Goods	Vitamin Shoppe Industries is the nation's leading discount retailer of quality vitamins and nutritional supplements	\$2,000,000	3.0	Contract to provide web-hosting services, manage day-to-day ops and tech support of network	08/19/2003	Domestic	Retail
AT&T	Whirlpool Corp.	Conglomerates	Maker of a variety of appliances	\$16,000,000	3.0	Contract renewal for the full range of networking services, incl IP VPN, toll-free, long distance, internet, and business continuity services	11/18/2004	Domestic	Retail
AT&T	Worldspan	Travel/Hospitality/Restaurants	Atlanta-based Worldspan provides worldwide electronic distribution of travel information, Internet products and connectivity, and e-commerce capabilities for travel agencies, travel suppliers and corporations.	\$30,000,000	3.0	Contract to deploy IP VPN, connected to AT&T Ultraavailable Network (UVN), integrating 16,000 travel agencies worldwide	08/30/2004	Global	Retail
AT&T	Zions Bancorporation	Financial Services	Zions Bancorporation is one of the nation's premier financial services companies, consisting of a collection of great banks in select high growth markets.	\$7,500,000	n/a	Contract renewal, integrated networking solution, range of voice and data services incl frame relay, private line, calling card and voice services	09/29/2004	Domestic	Retail
BellSouth	AirTran Airways	Transportation/Shipping	The low-fare airline, which is headquartered in Orlando, operates its hub out of Atlanta with more than 500 daily flights across the country.	n/a	n/a	Contract to provide long distance services to AirTran Airways.	01/20/2004	Domestic	Retail
BellSouth	Allen University, Voorhees College, Laffin University	Education/Research	Three historically black universities in South Carolina.	n/a	n/a	BellSouth is meeting the needs of higher education customers from historically black colleges in South Carolina through innovative solutions and a complete communications portfolio.	08/19/2003	Domestic	Retail

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BellSouth	Automated Trading Desk, LLC (ATD)	Financial Services	Automated Trading Desk, a pioneer of automated limit-order trading technology, currently accounts for two to three percent of Nasdaq's volume, and in 2002 had its first 100+ million-share day.	n/a	n/a	BellSouth is providing comprehensive voice and data solutions for Automated Trading Desk, allowing the financial services company to offer secure and reliable trading. ATD also uses BellSouth high-speed data connections.	09/30/2003	Domestic	Retail
BellSouth	BankAtlantic	Financial Services	The bank is headquartered in Fort Lauderdale and serves customers in several counties throughout Florida.	n/a	n/a	BellSouth has been selected to provide long distance services to all 73 branches of BankAtlantic. It is a long time customer of BellSouth for local phone services.	08/12/2003	Domestic	Retail
BellSouth	Charleston Southern University (CSU)	Education/Research	Historically black university in South Carolina.	n/a	n/a	Charleston Southern University is the first college or university to utilize the BellSouth® Managed Network VPN Service.	08/19/2003	Domestic	Retail
BellSouth	Fidelity National Bank	Financial Services	Fidelity National provides a wide range of banking, mortgage, and investment brokerage services through 19 branches in Atlanta, Georgia.	n/a	n/a	BellSouth was selected to provide long distance service to all 22 of Fidelity National Bank's Atlanta locations. A long time customer of BellSouth for local phone and data services, Fidelity opted to consolidate all its communications needs with one provider for convenience.	04/09/2003	Domestic	Retail
BellSouth	Florida Hospital	Healthcare	With seven hospitals and 14 Centra Care walk-in medical centers, Florida Hospital is one of the largest hospital systems in the country, caring for almost one-million patients every year.	n/a	n/a	Florida Hospital implemented managed network VPN service to link Florida Hospital with its 14 outlying clinics. At the core of Florida Hospital's communications network are redundant, high-speed fiber optic rings (OC-48 MSP SONET).	02/24/2004	Domestic	Retail
BellSouth	Lynk Systems, Inc.	Financial Services	Lynk processes transactions initiated by credit and debit cards, checks, ATMs and Web sites.	n/a	n/a	Selected by Lynk Systems, Inc. to provide toll free long distance services to facilitate dial-in credit card transactions for its customers.	04/29/2004	Domestic	Retail
BellSouth	MAPICS, Inc.	Business Services	MAPICS is the largest global solutions provider focused exclusively on manufacturing, including software-extended ERP, CRM, and supply chain management and professional services.	n/a	n/a	MAPICS has deployed BellSouth® FastAccess® Telecommute as the backbone of a broad, company-wide telecommuting initiative.	03/27/2003	Domestic	Retail
BellSouth	Rent-Way	Consumer Goods	Rent-Way is a leading furniture, appliance, electronics and computer rental-purchase company based in Erie, Pa.	n/a	n/a	Contract to provide long distance voice services for Rent-Way at 710 locations across the U.S. In the last year, BellSouth was also awarded local service business for Rent-Way's 260 stores in the Southeastern U.S.	12/13/2004	Domestic	Retail
BellSouth	Savannah Tire Company	Consumer Goods	Savannah Tire is a third generation family owned and operated company that provides automotive services at 11 locations in coastal Georgia and South Carolina.	n/a	n/a	Savannah Tire teamed with BellSouth to rebuild its data network. The new solution, a managed Network VPN service, links each location with high-speed connections to the corporate network. In addition, dedicated Internet access is shared by the headquarters location and each store. It is protected by a network-based firewall managed by BellSouth.	02/16/2005	Domestic	Retail
BellSouth	Triangle Rent A Car	Transportation/Shipping	Triangle Rent A Car has 23 branch offices throughout the Carolinas and Virginia, a fleet of over 4,000 cars, trucks and vans, over 380 employees and has rented to millions of customers.	n/a	n/a	Triangle Rent A Car selected BellSouth to provide long distance service to all its 23 offices in the Carolinas and Virginia. In addition, BellSouth will provide local service in the Carolinas and a dedicated T1 connection to support Triangle Rent A Car's call center operations in Raleigh.	08/25/2003	Domestic	Retail
Broadwing	Airtran Airways	Transportation/Shipping	One of America's largest low-fare airline companies	n/a	5.0	Contract to provide IP backbone and optical connectivity to connect AirTran's online reservation and online check-in systems, and provide Internet access.	06/16/2004	Domestic	Retail
Broadwing	Ascent Media Network Services	Business Services	AMNS specializes in network origination, video distribution and post-production services in the US and globally	n/a	3.0	Contract to provide real-time video and file transfers over Broadwing's media services network, expanding ability to transfer files between New York, Los Angeles, and Minneapolis offices.	07/26/2004	Domestic	Retail
Broadwing	Big Lots	Consumer Goods	Broadline closeout retailer	n/a	n/a	Contract to provide multiline private line service to deliver to Big Lot locations DS1 lines connecting to a DS3 hub on Broadwing's network.	03/23/2005	Domestic	Retail
Broadwing	Dechert LLP	Miscellaneous Services	Large, global law firm with more than 700 lawyers in 17 cities around the world.	n/a	n/a	Contract to provide Multiconnect private line service to create a WAN connecting 17 domestic and international offices.	11/30/2004	Global	Retail
Broadwing	General Motors Dealer Equipment	Automotive	One of the world's largest carmakers	n/a	n/a	Broadwing has been chosen as one of the certified IP vendors for its 6,900 plus dealerships in the US.	08/06/2004	Domestic	Retail
Broadwing	GENEX Services	Healthcare	Leading managed care service provider in US	Multi-million	Multi-year	Contract to provide voice and data services via private lines, and connect remote locations to GENEX's Pennsylvania headquarters.	03/22/2004	Domestic	Retail
Broadwing	Grainger	Business Services	North American provider of facilities maintenance products	n/a	Multi-year	Contract to provide multiline private line services to connect several hundred Grainger locations in North America, as well as a WAN to deliver voice and data services to 400 locations in the US.	01/11/2005	Global	Retail

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Broadwing	Illinois Tool Works	Basic Materials/Capital Goods	Diversified manufacturing company	n/a	n/a	Renewed contract to utilize Broadwing as one of its preferred carriers for private line, frame relay, dedicated Internet access, and voice services.	02/18/2004	Domestic	Retail
Broadwing	Mayo Foundation	Healthcare	Leader in the healthcare industry	n/a	n/a	Contract to provide private line services to connect three clinic locations in Rochester, Minnesota, Jacksonville, and Scottsdale	07/22/2004	Domestic	Retail
Broadwing	Petry Media Inc.	Communications Services	A leading seller in the spot television market	n/a	n/a	Contract to provide an IP VPN, as well as managed firewall services, for all 22 Petry locations in the US	04/05/2005	Domestic	Retail
Broadwing	Retex	Business Services	Nation's largest not-for-profit retail technology buying consortium	n/a	n/a	Contract to provide private line services for Retex 2,300 retail members nationwide	02/05/2004	Domestic	Retail
Broadwing	Western Gas Resources	Energy/Natural Resources/Utilities	An independent natural gas producer in the US	n/a	n/a	Contract to provide frame relay service to connect Western's nine field service sites throughout the US	03/02/2004	Domestic	Retail
BT	CyberLogitec	Technology	CyberLogitec was established in March 2000 as the IT subsidiary of Hanjin Shipping and has branches in the USA, Europe and Asia Pacific, and has a sophisticated network and system in the major ports and cities around the world.	\$37,000,000	n/a	A global network outsourcing and MPLS service contract with CyberLogitec. BT will integrate and centralise the network management systems for CyberLogitec operations in the US, Europe and Asia Pacific into Korea. In addition, BT will also provide its technology to over 200 MPLS sites in the three regions or countries.	10/08/2004	Global	Retail
BT	International SOS (ISOS)	Business Services	ISOS is the world's leading provider of integrated medical, security and premium contact centre servicing solutions	\$2,500,000	5.0	BT will provide global MPLS network services supporting voice and data.	12/08/2004	Global*	Retail
BT	Manpower Inc.	Business Services	Manpower is a world leader in the employment services industry, specializing in permanent, temporary and contract recruitment, employee assessment, training, career transition and organizational consulting services. It has 4,300 offices in 67 countries.	\$73,000,000	5.0	BT will migrate Manpower on to a fully managed, global WAN extending to 3,200 sites in 63 countries. The solution comprises domestic DSL networks which will seamlessly connect Manpower's offices to BT's global backbone.	05/20/2004	Global*	Retail
BT	Reuters	Media	Reuters, the global information company, provides information tailored for professionals in the financial services, media and corporate markets.	\$3,600,000,000	8.5	BT will provide and manage secure data networks for Reuters products and services world wide.	03/10/2005	Global*	Retail
BT	THALES Group	Basic Materials/Capital Goods	THALES Group is an international electronics and systems group serving the defence, aeronautics, security and services markets. It employs 61,500 people and generated revenues of 10.6 billion euros in 2003.	n/a	5.0	Outsourcing contract that covers the management of all fixed voice and data network services for THALES and its subsidiaries in 42 countries. BT will take over all operational management of their services and some of the existing contracts, and will manage the gradual migration of those services towards an IP platform.	02/01/2005	Global*	Retail
BT	The New York Mercantile Exchange	Financial Services	The New York Mercantile Exchange is the world's largest physical commodity futures exchange and trading forum for energy and precious metals.	n/a	n/a	The 133-year old Manhattan-based exchange has deployed BT's latest ITS voice trading systems in 740 trading positions in its NYMEX and COMEX divisions.	02/01/2005	Domestic	Retail
BT	Volkswagen AG	Automotive	Volkswagen AG is one of the world's leading automobile manufacturers and the largest carmaker in Europe.	n/a	3.0	Contract to provide managed network services. Volkswagen AG will again operate its 200-site worldwide communications network with BT Infonet. Volkswagen is continuing its nearly eight-year partnership with BT.	03/30/2005	Global*	Retail
BT	Volvo IT (For Volvo Group)	Automotive	The Volvo Group is one of the world's leading manufacturers of trucks, buses and construction equipment. It has about 76,000 employees, production in 25 countries.	Multi-million	3.0	Contract for the supply of international data communication services to the Volvo Group and its subsidiaries in 80 locations. BT will supply an improved ATM-based infrastructure as well as services such as network monitoring and internet access. There's also an option for the network to be migrated to an MPLS platform within two years.	02/24/2005	Global*	Retail
Cable & Wireless	Hilton International	Travel/Hospitality/Restaurants	Leading global hotel and resort group.	n/a	3.0	Managed hosting contract with Hilton, to manage online hotel booking, reservation and e-commerce applications for the 400-strong international hotel chain. Cable & Wireless is providing fully managed web-hosting, security and application management that will enable Hilton International to offer easy-to-use local language online services to its customers throughout the world.	10/29/2003	Global	Retail
Cable & Wireless	Moldflow Corporation	Technology	Moldflow Corporation is the pre-eminent supplier of software solutions for the design, analysis and manufacture of injection molded plastic parts.	n/a	n/a	Contract to provide global IP-VPN services to Moldflow. Already an existing Cable & Wireless managed hosting customer. Moldflow will use Cable & Wireless' IP-VPN Internet solution to connect 15 locations throughout the US, Europe and Asia/Pacific.	03/24/2003	Global	Retail

Business Contracts Won by Competitive Carriers

CLBC	Company	Industry	Detailed Description	Value	Contract Duration (Years)	Other/Comments	Release Date	Domestic/Global*	Wholesale/Retail
Cable & Wireless	Six Flags, Inc.	Miscellaneous Services	Six Flags is the world's largest regional theme park company.	n/a	n/a	Six Flags has deployed Cable & Wireless Content Delivery Network Services (CDNS) infrastructure. An existing Cable & Wireless hosting customer, Six Flags now uses Cable & Wireless as its primary provider of hosting, content delivery and streaming services.	04/28/2003	Global*	Retail
Cablevision	Lenox Hill Hospital	Healthcare	Lenox Hill Hospital, which is located on the Upper East Side of Manhattan, is a 532-bed, fully accredited, acute care hospital and a major teaching affiliate of NYU Medical Center.	n/a	multi-year	Cablevision today announced that it has been selected as Lenox Hill Hospital's primary provider of voice, data and internet services. Cablevision built a private optical network to carry their traffic, at a significant cost savings.	08/11/2003	Domestic	Retail
Cablevision	Long Island University	Education/Research	Long Island University, located in New York has campuses at C.W. Post, Brooklyn and Southampton.	n/a	n/a	Cablevision announced that it is deploying a Metro Gigabit Ethernet network to interconnect Long Island University's C.W. Post, Brooklyn and Southampton campuses, which will replace the previous redundant T-1 connection between the three campuses.	03/08/2004	Domestic	Retail
Cablevision	Standard Communications, Inc.	Technology	Standard Communications, Inc. is a service-connected disabled veteran-owned business.	n/a	n/a	The contract allows Cablevision Telephone to provide its full suite of data services to authorized Federal, State, Local and Tribal government clients using Standards V E T - T E L Interface.	05/01/2004	Domestic	Wholesale
Cablevision	State of Delaware	Government	Department of Technology and Information and the University of Delaware	n/a	n/a	Cablevision Telephone will provide improved data network services to the State of Delaware by providing a redundant fiber connection to their ISPs, increase the amount of bandwidth and lower costs.	10/21/2004	Domestic	Retail
Cablevision	United States District Court Clerk's Office for the Eastern District of Pennsylvania	Government	United States District Court Clerk's Office for the Eastern District of Pennsylvania	n/a	5.0	Cablevision Telephone will provide telecommunication services to the United States District Court Clerk's Office for the Eastern District of Pennsylvania.	09/03/2004	Domestic	Retail
Cybound	Egypti	Communications	Designs and manufactures IP PBXs, VoIP gateways, and conference services.	n/a	n/a	Contract to provide BeyondVoice with SIP connect, which provides SIP signaling and IP transport to allow Egypti customers to get the full benefits of VoIP.	04/11/2005	Domestic	Wholesale
Charter	Bonmarco Music Festival	Miscellaneous Services	Bonmarco Music Festival	n/a	n/a	Contract to provide wireless internet access to festival.	06/01/2004	Domestic	Retail
Charter	Trinidad, CA-Speckway/Small Office Networks	Miscellaneous Services	Trinidad, CA-Speckway/Small Office Networks	\$8,000	n/a	Contract to provide wireless internet access.	05/24/2004	Domestic	Retail
Charter	St. Louis (Wentzville Park) Charter Schools Board	Education/Research	St. Louis (Wentzville Park) Charter Schools Board	\$102,276	n/a	Contract to provide fiber network for district that will increase bandwidth.	01/24/2005	Domestic	Retail
Charter	SupraNet Communications	Communications	Dane County's (WI) premier business internet service provider.	n/a	n/a	Adding a third OC12 connection to allow Charter to provide service wherever their are fiber lines in Wisconsin.	07/02/2004	Domestic	Wholesale
Choice One	Buffalo Bills	Miscellaneous Services	NFL team based in Buffalo, NY.	n/a	5.0	Choice One became the official telecommunication provider for the Buffalo Bills and Ralph Wilson Stadium.	09/04/2003	Domestic	Retail
Choice One	Buffalo Sabres	Miscellaneous Services	National Hockey League (NHL) team for Buffalo, NY.	n/a	Multi-year	Choice One became the official telecommunication provider of the NHL's Buffalo Sabres and will provide a bundle of voice, data and web development services.	10/01/2003	Domestic	Retail
Choice One	New Edge Networks	Communications	New Edge Networks is a single-source national provider of secure multi-site managed data networks and dedicated internet access for businesses and communications carriers.	n/a	n/a	Reached an agreement allowing New Edge Networks to offer expanded reach for multi-site managed network services to businesses and carriers in the upper Midwest and Northeast regions over Choice One's infrastructure. It will purchase wholesale DSL broadband access and T-1 services from Choice One.	02/09/2004	Domestic	Wholesale
Choice One	New England Patriots (As well as Gillette Stadium, the New England Revolution and the Kraft Group)	Miscellaneous Services	NFL team based in Foxboro, MA.	n/a	Multi-year	Choice One became the official telecommunication provider for the New England Patriots, Gillette Stadium, the New England Revolution and the Kraft Group. It will provide voice and data services.	09/19/2003	Domestic	Retail
Citizen	WSA	Business Services	The WSA is a trade association serving technology sector.	n/a	n/a	Contract to provide WSA member companies with voice, data, internet services, including local/LD voice, web hosting, integrated voice and data services.	04/23/2003	Domestic	Retail
Cognet	C-SPAN/Pace University	Education/Research	C-SPAN/Pace University	n/a	n/a	Contract to provide 100 Mbps of bandwidth connectivity to Pace's midtown Manhattan campus.	06/30/2003	Domestic	Retail
Cognet	Regional GigEOPs in the Qwill	Education/Research	Network research and education networking organizations	n/a	n/a	Contract to provide nationwide bandwidth to regional GigEOPs, including MACPL, NOIX, MERIT and CENIC.	07/14/2003	Domestic	Wholesale

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CL EC	Company	Industry	Detailed Description	Value	Contract Duration (Years)	Other/Comments	Release Date	Domestic/ Global	Wholesale/ Retail
Con Edison Comm.	The International Securities Exchange	Financial Services	ISE is the first and only fully electronic US options exchange	n/a	n/a	Con Edison Communications will provide ISE with primary and business continuity protection services using its diverse/round 1-Gigabit PowerVue Wavelength and PowerLan Ethernet Services. ISE will use these services to connect to four Securities Industry Automation Corporation (SIAC) locations	04/29/2003	Domestic	Retail
Corecom/ATX	Columbus Blue Jackets	Miscellaneous Services	Columbus professional hockey team	n/a	2.0	Contracta provided ultra high-speed wireless broadband service to connect 3 schools with status with team	01/29/2003	Domestic	Retail
Corecom/ATX	Nationwide Realty Investors	Miscellaneous Services	Nationwide Realty Investors is the real estate development arm of Nationwide Insurance	n/a	8.0	Expands upon existing 2 year agreement, extending ATX position as "Preferred Provider" to additional area	04/10/2003	Domestic	Retail
Corecom/ATX	Ohio State University	Educator/Research		n/a	n/a	Contract to participate in providing selective long distance services	01/09/2004	Domestic	Wholesale
Coward	ACN	Communications Services		n/a	n/a	Contract to provide DSL services to ACN Advantage customers in Coward service areas	05/11/2004	Domestic	Wholesale
Coward	AT&T	Communications Services		n/a	n/a	Contract to provide DSL network infrastructure for AT&T's communications bundle residential customers in California		Domestic	Wholesale
Coward	AT&T	Communications Services		n/a	n/a	Contract to provide DSL network infrastructure for AT&T's communications bundle residential customers in Illinois, Kansas and Pennsylvania	02/25/2004	Domestic	Wholesale
Coward	AT&T	Communications Services		n/a	n/a	Contract to provide DSL network infrastructure for AT&T's communications bundle residential customers in Indiana, Michigan and Texas	12/11/2003	Domestic	Wholesale
Coward	AT&T	Communications Services		n/a	n/a	Contract to provide DSL network infrastructure for AT&T's communications bundle residential customers in New Jersey, Maryland, Massachusetts and Virginia	11/18/2003	Domestic	Wholesale
Coward	AT&T	Communications Services		n/a	n/a	Contract to provide DSL network infrastructure for AT&T's communications bundle residential customers in New York	07/30/2003	Domestic	Wholesale
Coward	AT&T	Communications Services		n/a	n/a	Contract to provide DSL network infrastructure for AT&T's communications bundle residential customers in New York	09/11/2003	Domestic	Wholesale
Coward	AT&T	Communications Services		n/a	n/a	Contract to provide DSL network infrastructure for AT&T's communications bundle residential customers in New York	02/07/2005	Domestic	Wholesale
Coward	BT	Communications Services	Global provider of communications solutions serving customers in Europe, the Americas, and Asia Pacific	n/a	n/a	Contract to support Broadbanding DSL services to enterprise customers as an alternative form of dial tone access	01/08/2004	Domestic	Wholesale
Coward	BT	Communications Services	Global provider of communications solutions serving customers in Europe, the Americas, and Asia Pacific	n/a	n/a	BT will offer Coward business class broadband services in 44 states, including more than 900 cities, covered by Coward's network	02/07/2005	Domestic	Wholesale
Coward	EarthLink	Communications Services		n/a	n/a	Contract to support the launch of EarthLink High Speed 3.0 using Coward's nationwide network	06/09/2004	Domestic	Wholesale
Coward	EarthLink	Communications Services		n/a	n/a	Contract to support EarthLink's Small Office DSL service, allowing expansion of the offering from 16 to 81 markets	10/20/2003	Domestic	Wholesale
Coward	Global Crossing	Communications Services		n/a	n/a	Contract to provide DSL services to support GCS IP VPN, frame relay, DIA and VOIP services nationwide	12/17/2003	Domestic	Wholesale
Coward	Lightyear Network Solutions	Communications Services	Provider of a full suite of business and residential communications products, incl local, Id, data, VoIP, and Internet access	n/a	n/a	Lightyear will offer Coward DSL services as part of its bundled offering to its customers	07/27/2004	Domestic	Wholesale
Coward	MCI	Communications Services		n/a	n/a	Contract to provide DSL services for MCI's Neighborhood residential and business offerings	09/02/2003	Domestic	Wholesale
Coward	Metric	Communications Services	Provider of a full suite of business and residential communications products, incl local, Id, data, and Internet access	n/a	1.0	Metric will offer Coward DSL services as part of its bundled offering to its customers	07/06/2004	Domestic	Wholesale
Coward	National Assoc of Realtors	Business Services		n/a	n/a	Agreement allowing NAR members to purchase Coward services at discounted rates	05/28/2003	Domestic	Wholesale
Coward	New Edge Networks	Communications Services		n/a	n/a	Expansion of existing agreement to allow New Edge to offer frame relay over DSL to more than 5 million businesses	06/17/2003	Domestic	Wholesale
Coward	Speakeasy	Communications Services	Independent provider of high-speed Internet services	n/a	n/a	Contract to provide infrastructure to support Speakeasy's 3.0 Mbps DSL service through all Coward's service area	01/28/2004	Domestic	Wholesale

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Covad	Vartec/Excel	Communications Services		n/a	2.0	Contract to provide Vartec and Excel Communications with DSL service they can offer to their local/long distance customers	08/23/2003	Domestic	Wholesale
Covad	WitTel	Communications Services		n/a	n/a	Strategic relationship allowing WitTel to expand its off-net access by using Covad's nationwide network for services such as ATM, frame relay, IP VPN, and dedicated Internet access	06/17/2004	Domestic	Wholesale
Covad	Z-Tel	Communications Services		n/a	n/a	Contract to provide DSL service to Z-Tel to bundle with local and long distance for customers	08/07/2003	Domestic	Wholesale
Cox Business	Bibb County Board of Education	Education/Research	The board of education for Bibb County, Georgia.	n/a	5.0	Cox will deploy a WAN via fiber connections to 49 Bibb County elementary, middle and high schools, the Teen Parent Center, downtown administrative office, Hutchings Career Center and other BOE facilities.	07/02/2003	Domestic	Retail
Cox Business	Bryant College	Education/Research	Bryant College has a 139-year tradition as a leading business college. Located in Smithfield, R.I., the college has more than 3,400 full- and part-time undergraduate and graduate students.	n/a	n/a	Cox installed an Optical Internet Service circuit at Bryant College, dramatically increasing the bandwidth available on campus from 6 Mbps to 45 Mbps.	03/31/2003	Domestic	Retail
Cox Business	MGM Grand	Travel/Hospitality/Restaurants	Busi	n/a	n/a	Cox deployed the largest hotel wireless Internet network in the nation at the MGM Grand in Las Vegas, using 802.11b Wi-Fi in-room access points. Hotel guests now have the option of purchasing the Wi-Fi access technology or the existing wired service from their rooms.	12/31/2003	Domestic	Retail
Cox Business	MGM Mirage	Travel/Hospitality/Restaurants	MGM MIRAGE owns and operates 14 casino resorts located in Nevada, Mississippi, Michigan and Australia. The company is headquartered in Las Vegas and has approximately 43,000 employees.	n/a	n/a	Cox has been selected to provide in room services to 13 of the company's properties, including digital in-room video-on-demand service, high-speed Internet service and in-room wireless keyboard access.	08/22/2003	Domestic	Retail
Cox Business	Monte Carlo Resort & Casino	Travel/Hospitality/Restaurants	The Monte Carlo Resort & Casino is a 3,000 room hotel and convention center located in Las Vegas.	n/a	n/a	Cox was selected by the Monte Carlo Resort & Casino in Las Vegas to provide wireless and wired Internet connectivity to its nearly 24,000-square-foot convention center.  About Monte Carlo Resort & Casino	06/12/2003	Domestic	Retail
Cox Business	Station Casinos, Inc.	Travel/Hospitality/Restaurants	Station Casinos owns and operates various restaurants, hotels, entertainment venues, and traditional casinos in Las Vegas.	n/a	n/a	Cox Business Services will equip Station Casinos' properties with digital in-room video-on-demand service and high-speed wired and wireless Internet service. The contract includes more than 2,800 of the company's guest rooms in Las Vegas.	01/10/2005	Domestic	Retail
Cox Business	Wired for Coffee	Travel/Hospitality/Restaurants	Wired for Coffee is a cybercafe established in 2001 that serves coffee drinks and baked goods.	n/a	n/a	Wired for Coffee visitors will be able to gain access to a free wired or Wi-Fi high-speed 1.5Mbps Internet connection powered by Cox Business Internet.	02/05/2003	Domestic	Retail
DSL.net	Bandwidth.com	Communications Services	Bandwidth aggregator	n/a	n/a	Bandwidth.com will resell DSL.net SDSL and T-1 services	09/30/2004	Domestic	Wholesale
DSL.net	Children's Aid and Family Services (NJ)	Healthcare	Regional nonprofit human services organization serving children, families and communities throughout Northern New Jersey	n/a	n/a	Contract to provide high-speed data services to 10 locations	08/03/2004	Domestic	Retail
DSL.net	De Reg Communications	Communications Services	Small business specializing in bundled business technology solutions including voice and data networks, Internet access, computer systems installation	n/a	n/a	Named preferred provider of high-speed Internet access for company	09/30/2004	Domestic	Wholesale
DSL.net	ERG Transit Systems	Miscellaneous Services	Provider of smart-card fare-collection systems	n/a	n/a	Contract to provide broadband and managed services for ERG's collection system for the Washington Metropolitan Area Transit Authority	04/05/2005	Domestic	Retail
DSL.net	GRIC Communications	Communications Services	Provider of managed remote solutions for distributed enterprises	n/a	n/a	Wholesale agreement to expand the reach of GRIC's secure global access network	05/18/2004	Domestic	Wholesale
DSL.net	InfoHighway Communications	Communications Services		n/a	n/a	Wholesale agreement	05/18/2004	Domestic	Wholesale
DSL.net	Netifice Comm.	Communications Services	Provider of flexible IP VPN solutions to businesses worldwide	n/a	n/a	Agreement which allows Netifice to sell DSL.net broadband network access to its VPN customers	12/09/2003	Domestic	Wholesale
DSL.net	New Edge Networks	Communications Services		n/a	n/a	Agreement which allows New Edge to expand its coverage area for a frame relay over DSL offering to DSL.net's footprint	08/13/2003	Domestic	Wholesale
DSL.net	Norcom Communication Solutions	Communications Services	Systems integrator	n/a	n/a	Named preferred provider for a project Norcom is managing for a major Northeast healthcare corporation	05/18/2004	Domestic	Retail
DSL.net	Nu-Pulse Technologies	Miscellaneous Services	Developer of tracking software and provider of IT services to the government and private sector	n/a	n/a	DSL.net named preferred provider for broadband access	09/30/2004	Domestic	Retail
DSL.net	Questzones	Miscellaneous Services	Systems integrator	n/a	n/a	Extended existing agreement to provide broadband for 46 locations in 20 states for a customer of Questzones	09/30/2004	Domestic	Wholesale

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DSL.net	Rent-A-Center	Miscellaneous Services		n/a	n/a	Contract to provide data communications for 30 new locations in nine states (extends existing agreement)	05/18/2004	Domestic	Retail
DSL.net	Ritz Camera	Consumer Goods	The largest full service camera store chain in the United States	n/a	n/a	Contract to provide frame relay-based network services and managed colocation services to more than 500 camera stores	08/07/2003	Domestic	Retail
DSL.net	The Care of Trees	Miscellaneous Services	Arboriculture company	n/a	n/a	Extension of contract to provide NETink VPN solution, using T-1 and SDSL lines, to connect over 20 locations in 8 states and DC	03/29/2005	Domestic	Retail
EDS	Air Liquide	Healthcare	Air Liquide is a global provider of industrial and medical gases.	n/a	5.0	EDS and Air Liquide today announced a contract through which EDS will manage Air Liquide's telecommunications network on a global basis - enabling it to become the first French company to outsource its entire telecommunications network to a single integrator. EDS will help Air Liquide convert their telecom services to a converged voice and data network.	01/16/2003	Global	Retail
EDS	Best Buy Co., Inc.	Consumer Goods	Leading retail electronics store with locations across the nation.	n/a	5.0	Agreement to provide help desk and problem management services to the company's more than 560 stores and corporate users. Under the agreement, EDS will manage help desk calls from receipt through resolution. EDS will utilize its Best ShoreSM global delivery model to standardize Best Buy's help desk business process while minimizing risk and reducing costs.	09/30/2003	Domestic	Retail
EDS	Blue Cross Blue Shield of Massachusetts (BCBSMA)	Healthcare	Headquartered in Boston, BCBSMA provides health coverage to 2.4 million members.	\$320,000,000	10.0	Agreement with to lower the costs of BCBSMA's computing capabilities and implement its future operating system. The contract extends EDS' previous seven-year contract with the company. EDS will implement its agile MetaVance® Administration and Finance System for BCBSMA	12/18/2003	Domestic	Retail
EDS	California Department of Health Services	Government	California Department of Health Services controls Medi-Cal, the California Medicaid program, which pays for medical services for 6 million people with limited income and resources	\$407,000,000	4.0	Contract by the California Department of Health Services to continue to manage Medi-Cal, the California Medicaid program, which pays for medical services for 6 million children and adults with limited income and resources. The win marks the third time EDS has earned the renewal of the contract through competitive bidding since 1988.	04/10/2003	Domestic	Retail
EDS	California State Automobile Association Inter-Insurance Bureau (CSAA)	Financial Services	CSAA Inter-Insurance Bureau, an AAA member company, provides auto, life, homeowners, and renters insurance, as well as roadside assistance to its 4 million members in Northern California, Nevada, and Utah.	n/a	Long-term	EDS and the CSAA extended their existing relationship with a new contract for a variety of IT outsourcing and applications services. EDS will manage CSAA's core business applications including its insurance, travel and membership systems, in addition to managing their mainframe computers, local-area network, and midrange servers.	03/27/2003	Domestic	Retail
EDS	City of Anaheim, CA	Government	The City of Anaheim is California's 10th most populous city, and has nearly 330,000 residents, 2,100 City employees, and an annual budget of \$1.067 billion.	n/a	Multi-year	City of Anaheim awarded EDS a contract to provide the city with a wide range of IT services, including management of most of the city's IT services. EDS will be responsible for mainframe, help desks, desktop support, network and applications management for a variety of city agencies.	04/08/2003	Domestic	Retail
EDS	Indiana Office of Medicaid Policy and Planning	Government	Indiana Office of Medicaid Policy and Planning oversees Medicaid and a number of other key health care programs. The programs provide more than \$4 billion in medical services a year to 750,000 low-income Indiana residents.	\$83,000,000	3.0	Contract to continue processing healthcare provider claims and provide a variety of other Medicaid financial services to the state of Indiana. The contract extends a 12-year relationship between EDS and the Indiana Office of Medicaid Policy and Planning.	12/22/2003	Domestic	Retail
EDS	Marathon Oil Company	Energy/Natural Resources/Utilities	Houston-based Marathon Oil Company is a global integrated energy company engaged in the exploration, development, and production of oil, natural gas and natural gas liquids.	\$63,000,000	8.0	Outsourcing services agreement with Marathon to improve its computing capabilities and consolidate its server environment. EDS will provide mainframe, mid-range and distributed server management services to Marathon.	07/10/2003	Domestic	Retail
EDS	National Account Service Company, LLC (NASCO)	Healthcare	Formed in 1987, NASCO provides system and service solutions exclusively to the BlueCross BlueShield network of Plans.	n/a	n/a	Agreement to purchase EDS' MetaVance Membership and Billing System to support health care administration for NASCO's more than 7 million members. NASCO will install and configure EDS' MetaVance enterprise application system for its BlueCross BlueShield customer base.	01/19/2004	Domestic	Retail

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EDS	National Aeronautical and Space Administration (NASA), Earth Observing System (EOS)	Government	The EOS is the centerpiece of NASA's Earth Science Enterprise. It is comprised of a series of satellites, a science component, and a data system supporting a coordinated series of polar orbiting and low inclination satellites for long-term global observation of the land surface, biosphere, solid Earth, atmosphere, and oceans.	\$50,000,000	5.0	Subcontract from Raytheon Company to support NASA's EOS Data Information System. EDS' role on the Raytheon team will be to provide support in the critical areas of COTS procurement, maintenance, property management and infrastructure support, and COTS upgrades.	09/10/2003	Domestic	Retail
EDS	NexTel Communications Inc	Communications Services	Leading wireless provider with push-to-talk services.	\$100,000,000	5.0	Agreement with NexTel to amend its current five-year agreement, signed in late 2001. EDS will provide application development services, and server and storage hardware on NexTel's behalf.	05/03/2004	Domestic	Retail
EDS	South Carolina Department of Health and Human Services	Government	State agency responsible for healthcare and social issues.	\$27,200,000	2.0	Contract, with possible 3 year extension, from the South Carolina Department of Health and Human Services to upgrade its Medicaid Management Information System to meet standards under the Health Insurance Portability and Accountability Act (HIPAA). Among HIPAA's requirements is the standardization of electronically transmitted financial and administrative transactions and security of patient data.	03/31/2003	Domestic	Retail
EDS	State of Arkansas Department of Human Services (DHS)	Government	State agency responsible for healthcare and social issues.	\$93,700,000	7.0	Contract by the DHS to continue managing the state's Medicaid program; extends a 19-year relationship. EDS currently processes more than \$2.4 billion a year in payments to more than 14,000 doctors, hospitals, therapists, and other health care providers in the state.	06/21/2004	Domestic	Retail
EDS	State of Vermont, Department of Prevention, Assistance, Transition, and Health Access (PATH)	Government	PATH oversees Medicaid and a variety of other key health care programs for more than 140,000 low-income children, disabled, seniors and adults in Vermont.	\$50,000,000	5.0	Contract, with possible 3 year extension, to serve as Vermont's fiscal agent for Medicaid. The award continues a relationship spanning more than two decades during which PATH and EDS developed a new Medicaid Management Information System on a client server platform.	03/17/2004	Domestic	Retail
EDS	Towers Perrin	Business Services	Towers Perrin is a global professional services firm that helps organizations around the world improve their performance through effective people, risk and financial management. It has over 8,000 employees and 78 offices in 76 cities in 24 countries.	\$365,000,000	10.0	Towers Perrin awarded EDS a contract to design, implement and operate a flexible, end-to-end IT solution to support Towers Perrin's global network, desktop and hosting environment. Additionally, EDS will develop and manage selected applications for Towers Perrin.	01/18/2005	Global*	Retail
EDS	U.S. Department of Housing and Urban Development	Government	Government agency responsible for housing and development issues.	\$750,000,000	9.0	Contract to develop a nation-wide IT infrastructure and telecommunications service called HUD Information Technology Services (HITS). EDS will provide end-to-end IT services to 18,000 HUD users in more than 80 locations throughout the U.S. and its territories, including enterprise-wide data processing and management from mainframe down to the desktop, information security, technology refresh, help desk, user support, disaster recovery, printing and distribution, Local Area Network (LAN) and wide-area network services, wireless, TV/video conferencing, web administration, and other IT services.	08/09/2004	Domestic	Retail
EDS	U.S. Department of Defense	Government	The Defense Medical Logistics Standard Support (DMLSS) is an automated information system is the state-of-the-art, end-to-end support system for the medical logistics community and provides medical logistics support to the U.S. armed forces stationed in the U.S. and abroad. Extends 12 year relationship.	\$15,000,000	n/a	EDS will continue to lead information assurance activities, provide upgrades to established baselines, coordinate version control, develop architecture and network design models, and provide customer support through on line, helpdesk and troubleshooting services.	03/08/2005	Global	Retail
EDS	U.S. Department of Defense, Pentagon	Government	Government agency responsible for military affairs.	\$258,000,000	2.0	Contract to upgrade the Pentagon's IT infrastructure under the Command Communications Survivability Program (CCSP). The EDS-led team will provide a customized solution that covers networks, data storage, and voice and messaging systems at the Pentagon and selected facilities.	04/22/2003	Domestic	Retail
EDS	U.S. Department of Education	Government	The Federal Student Aid office (FSA) Front End Business Integration initiative will increase FSA's ability to create a student-centric service delivery model and manage the student financial aid applications processing and disbursement processes.	\$6,000,000	1.0	1 year with 9 1-year extensions (possible extension value of \$104 million); a subcontract from Pearson Government Solutions as part of the FSA Front End Business Integration initiative. EDS will provide application architecture, enterprise application integration, data strategy, software development, business process re-engineering, business intelligence, imaging and data capture services.	02/22/2005	Domestic	Retail

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EDS	U.S. Department of Education	Government	U. S. Department of Education's new Common Services for Borrowers (CSB) provides management services for some nine million student aid borrowers with federally insured student aid obligations.	\$180,000,000	5.0	A subcontracting agreement with prime contractor ACS to support the U. S. Department of Education's new CSB Student Loan Contract. ACS, EDS, Raytheon, Pearson, and several small businesses have formed an integrated team for the contract. EDS will lead the systems engineering and development activities, and provide program management and loan holder services.	11/20/2003	Domestic	Retail
EDS	U.S. Department of Health & Human Services, Centers for Medicare & Medicaid Services (CMS)	Healthcare	The Centers for Medicare & Medicaid Services (CMS) administers the Medicare program and helps states administer the Medicaid program and others.	n/a	2.0	EDS will provide the standard Medicare Part B system and the associated ongoing user support, production support, and system maintenance. EDS delivers quarterly releases of system maintenance and provides support for 14 carriers who process Medicare claims in 44 jurisdictions.	01/02/2004	Domestic	Retail
EDS	U.S. Department of Homeland Security, Bureau of Citizenship and Immigration Services (USCIS) Office of Records Services	Government	The USCIS's mission is to track and share with other government agencies information on foreign visitors to the United States.	\$34,000,000	7.0	Subcontract from Sytel Corp. to support the U.S. Department of Homeland Security, Bureau of Citizenship and Immigration Services (USCIS) Office of Records Services. EDS will provide planning, development, maintenance, help desk, database and operations and imaging support for five key systems.	09/14/2004	Domestic	Retail
EDS	U.S. Department of the Navy	Government	Manages the Naval branch of the U.S. military.	n/a	n/a	Agreement with the Department of the Navy on key modifications to the Navy Marine Corps Intranet (NMCI) contract. The changes are designed to improve the NMCI network's overall service and efficiency.	10/01/2004	Domestic	Retail
EDS	U.S. General Services Administration (GSA)	Government	GSA secures the buildings, products, services, technology, and other workplace essentials federal agencies need.	n/a	10.0	EDS was selected as a service provider for the GSA eTravel contract. The selection allows EDS to compete for task orders to provide travel services to government agencies under the 10-year, indefinite Delivery/Indefinite Quantity (IDIQ) contract.	11/12/2003	Domestic	Retail
EDS	U.S. National Archives and Records Administration (NARA), Electronic Records Archives (ERA)	Government	The NARA ensures ready access to essential evidence that documents the rights of citizens, the actions of federal officials, and the national experience. The ERA will capture electronic records, regardless of their format, save them permanently, and make them accessible regardless of hardware or software.	n/a	1.0	Subcontract from Lockheed Martin to support the ERA. The EDS/Lockheed Martin team will engineer and design detailed system specifications and deliver a final proposal to NARA in the spring of 2005. EDS will be responsible for the overall maintenance and operation of the ERA system, including storage of the records.	09/14/2004	Domestic	Retail
EDS	Wisconsin Department of Health and Family Services (DHFS)	Government	Wisconsin DHFS is the state agency responsible for providing health care to Wisconsin's poorest and most vulnerable citizens.	\$189,100,000	7.0	Contract, with 4 1-year options, to design, develop and implement a new state-of-the-art Medicaid Management Information System (MMIS) for the state of Wisconsin; Extends a 27-year relationship between EDS and the DHFS.	02/28/2005	Domestic	Retail
Electric Lightwave	Portland Community College	Education/Research		n/a	n/a	Contract to provide Ethernet-based MAN connecting eight PCC locations and carrying all of PCC's voice, data, and video transmissions, including all student access	12/01/2003	Domestic	Retail
Electric Lightwave	WSA	Technology	Washington State's largest and oldest technology trade association, with over 1,100 members	n/a	n/a	Electric Lightwave named as the new Telecom Purchasing Cooperative Partner and will provide a comprehensive suite of services to assoc members	04/23/2003	Domestic	Retail
Equant	Acer	Technology	Markets various branded IT products including PCs, monitors, storage devices, displays, and projectors	Multi-million	4.0	Contract to provide an 11-site IP VPN connecting Acer's key business centers in Asia, Europe and the Americas	09/14/2003	Global	Retail
Equant	Akzo Nobel	Healthcare	Pharmaceuticals and chemicals company	Multi-million	5.0	Contract to design and implement a MPLS-based IP VPN interconnecting sites in 80 countries	09/21/2004	Global	Retail
Equant	Allianz	Financial Services	Provider of comprehensive services such as insurance and asset management	\$7,000,000	3.0	Extension of existing contract to continue managing global IP-VPN connecting 70 locations worldwide	10/26/2004	Global	Retail
Equant	Altera Corp.	Technology	Maker of programmable chip solutions	\$2,100,000	2.0	Contract to provide a MPLS-based IP VPN connecting locations in the US, Europe and Asia-Pacific, also allowing for converged voice and data	03/11/2004	Global	Retail
Equant	Ampacet Corp.	Basic Materials/Capital Goods	Ampacet is a provider of color and additive masterbatches	n/a	3.0	Contract to provide a managed IP VPN connecting 14 facilities in the US, Canada, Latin America and Europe, project management, extended fault management and customer service management	03/15/2005	Global	Retail
Equant	Avatil	Basic Materials/Capital Goods	Distributor of new aviation parts representing 215 manufacturers	\$7,000,000	4.0	Contract to provide a fully-managed IP VPN connecting 40 sites worldwide, including sites in the US, Australia, Canada, Hong Kong, New Zealand, Singapore and the Netherlands	11/04/2003	Global	Retail
Equant	AXA	Financial Services	Provider of financial protection and wealth management	\$400,000,000	6.0	Contract to provide an IP VPN to connect various AXA locations in the US, Europe and Asia-Pacific	02/04/2004	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
Equant	Baker & McKenzie	Miscellaneous Services	A leading global law firm with 66 offices worldwide in 36 jurisdictions	\$6,200,000	3.0	Extension of original contract signed in July 2001 to continue managing an IP VPN solution	07/30/2003	Global	Retail
Equant	Banco de Credito Helm Financial Services	Financial Services	One of the fastest growing financial services groups in Colombia	\$1,300,000	3.0	Three phase contract (signed in June 2002) to design and implement a fully managed, outsourced solution for its telecommunications needs	07/31/2003	Global*	Retail
Equant	Behr GmbH & Co. KG	Automotive	A leading specialist for automotive air-conditioning and engine cooling systems	n/a	2.0	Contract to connect 14 sites on four continents (North America, Europe, South America, Africa) with Equant IP VPN and Voice for IP VPN	03/10/2003	Global	Retail
Equant	Bergesen d.y. ASA	Transportation/Shipping	The world's largest owner and operator of gas tankers, based in Oslo, Norway.	Multi-million	5.0	Contract to use Equant IP VPN to connect its headquarters with various sites across the world.	03/03/2003	Global	Retail
Equant	Cementos Bio-Bio	Conglomerates	Holding company with investments in cement, pre-mixed concrete, sawmills, forests, and limestone and ceramic mines	n/a	5.0	Contract to upgrade circuit-switched network to IP telephony	06/15/2004	Global*	Retail
Equant	CVG Internacional	Miscellaneous Services	Markets and sells traditional and non-traditional products of the Guayana region through its offices in Miami, Puerto Ordaz (Venezuela) and Rotterdam	n/a	n/a	Contract to implement a secure IP VPN network solution linking offices in the US, Europe and Latin America	02/10/2003	Global	Retail
Equant	Dresser Inc.	Energy/Natural Resources/Utilities	A privately held manufacturer of equipment for the energy industry	Multi-million	5.0	Contract to implement a new, fully managed IP network solution	05/22/2003	Global	Retail
Equant	Electrolux IT Solutions	Technology	Technology arm of Electrolux Group, the world's largest producer of powered appliances for kitchen, cleaning and outdoor use.	\$29,000,000	5.0	Contract renewal to provide a global IP VPN connecting 160 sites in 33 countries, including handling traffic in North America, South America, Asia-Pacific and Europe.	05/20/2003	Global	Retail
Equant	Esselte	Consumer Goods	The world's leading global office supplies manufacturer	Multi-million	5.0	Contract to implement an MPLS-based IP VPN with 50 locations across Asia, Australia, Europe and North America	09/25/2003	Global	Retail
Equant	Gardner Smith	Conglomerates	Provider of tallow, vegetable oils, liquid feeds and protein meals	n/a	3.0	Contract to provide IP VPN and IP telephony services connecting eight worldwide locations	10/28/2003	Global	Retail
Equant	German Federal Foreign Office	Government		n/a	5.0	Contract (with extension option for 3 additional years) using Equant LAN Access to link more than 100 Foreign Office sites worldwide	01/29/2003	Global*	Retail
Equant	Globalstar	Communications Services	Provider of handheld mobile satellite phone service, headquartered in San Jose, CA	n/a	3.0	Extension of contract to provide IP VPN services for 15 sites worldwide in the North America, Latin America, Europe, Asia Pacific and the Middle East	05/04/2004	Global	Retail
Equant	Hanjin Shipping	Transportation/Shipping	A major international shipping and logistics company	n/a	3.0	Contract to interconnect Hanjin's 100+ worldwide sites in the Americas, Europe and Asia-Pacific via a MPLS-based IP VPN solution	01/14/2003	Global	Retail
Equant	Hummingbird Ltd.	Technology	Provider of enterprise software solutions. Its enterprise content management (ECM) solutions enable organizations to manage the lifecycle of enterprise content from creation to disposition.	n/a	3.0	Contract to provide an MPLS-based IP VPN to interconnect 20 offices in Canada, the US, Europe, Japan, South Korea, Singapore, and Australia. Also provide Extended Service Management, Project Management, Application Performance Analysis and Professional Services Consulting	02/03/2005	Global	Retail
Equant	JCB	Financial Services	The number one credit card company in Japan	n/a	3.0	Contract to provide an MPLS-based IP VPN for JCB to connect 32 locations around the world.	08/04/2003	Global*	Retail
Equant	JT International	Consumer Non-Cyclical	JTI has three of the world's top five cigarette brands - Mild Seven, Camel and Winston	Multi-million	4.0	Contract to provide IP VPN solution connecting JTI's headquarters with its other offices and plants in more than 40 countries through the Americas, Europe and Asia-Pacific	05/13/2003	Global	Retail
Equant	JT International	Consumer Non-Cyclical	International operating division of Japan Tobacco Inc.	\$144,000,000	6.0	Contract to outsource all communications services, in 47 countries at more than 240 sites, to Equant, incl IP VPN, Internet access, VoIP, and fixed and mobile voice.	04/20/2004	Global*	Retail
Equant	Kawasaki Kisen Kaisha	Transportation/Shipping	One of the largest shipping companies in Japan, and a worldwide integrated transportation company	\$2,600,000	3.0	Extension of existing contract covering sites in nine countries and addition of Equant IP Dial to provide remote access to travelling employees	10/19/2003	Global*	Retail
Equant	Landis+Gyr	Technology	Swiss supplier of power measuring systems	n/a	n/a	Contract to provide an IP VPN solution and corporate mail system, including a converged network infrastructure	10/28/2003	Global*	Retail
Equant	Le Meridien Hotels & Resorts	Travel/Hospitality/Restaurants	Hotel group with over 135 hotels in 56 countries	\$43,600,000	n/a	Contract to provide an IP VPN connecting 60 sites in more than 17 countries, as well as hosting of the company's critical business applications	10/16/2003	Global*	Retail
Equant	LG CNS	Conglomerates	The third-largest Korean conglomerate, consisting of 50 affiliated companies with 300 offices and subsidiaries globally	n/a	3.0	Renewal of contract providing Frame Relay and Private IP Dial services to 84 business centers in the Americas, Asia and Europe.	02/18/2003	Global	Retail
Equant	Merck KGaA	Healthcare	Core business areas are pharmaceuticals and chemicals	Multi-million	2.0	Contract extension to continue managing and monitoring the global network of Merck KGaA	01/21/2003	Global*	Retail
Equant	Merck KGaA	Healthcare	Pharmaceuticals and chemicals company	n/a	3.0	Contract to migrate Merck to a new 50-site IP VPN covering 38 countries, allowing Merck to have any-to-any connectivity, to use voice and network-based Internet Gateway technology, and to centralize its server infrastructure	12/20/2004	Global*	Retail

Business Contracts Won by Competitive Carriers

CLBC	Company	Industry	Detailed Description	Value	Contract Duration (Years)	Other/Comments	Release Date	Domestic/Global	Wholesale/Retail
Equant	Netherlands Ministry of Foreign Affairs	Government		Multi-million	3.0	Contract to provide a fully managed data network that will connect 160 Dutch Embassies and Consulates around the world with the Ministry's headquarters in The Hague, Netherlands.	07/16/2003	Global*	Retail
Equant	Noelke Strog	Basic Materials/Capital Goods	The world's second largest manufacturer of publication paper	\$3,000,000	n/a	Contract to provide a fully-managed IP VPN and private-dial remote access services, linking 36 locations in 18 countries	12/02/2003	Global*	Retail
Equant	P&O Nedlloyd	Transportation/Shipping	Provider of point-to-point container shipping services	\$35,000,000	5.0	Extends contract to continue providing IP VPN services linking 150 sites worldwide, with managed access, managed firewall, and disaster recovery facilities	01/17/2005	Global*	Retail
Equant	Rio Tinto	Basic Materials/Capital Goods	Europe's largest supplier of bathroom ceramics and bath and shower products	n/a	n/a	Contract to provide IP VPN and managed messaging services linking sites in more than 40 countries	12/09/2003	Global*	Retail
Equant	Sanitec	Basic Materials/Capital Goods		n/a	6.0	Contract to provide a MPLS-based IP VPN network and related security management services, as well as remote dial access for traveling employees	10/17/2003	Global*	Retail
Equant	Sea Containers	Transportation/Shipping	A passenger and freight transport operator, marine container leaser and leisure industry investor	\$6,700,000	5.0	Contract to provide a global IP VPN solution to connect more than 50 sites in 25 countries around the world, including sites in the US, Europe and Australia	06/09/2003	Global	Retail
Equant	SCS	Business Services	Provider of inspection, verification, testing and certification worldwide	n/a	3.0	Contract to host and manage a messaging solution for SCS at Equant data centers in Europe and the US	09/16/2004	Global	Retail
Equant	Spencer Stuart	Business Services	Chicago-based Global executive search firm with 50 offices in 25 countries	\$5,600,000	3.0	Extension of contract to provide IP VPN linking more than 50 sites worldwide, as well as Internet and remote access services	05/14/2004	Global	Retail
Equant	STMicroelectronics	Technology	Manufacturer of semiconductors for microelectronic applications	Multi-million	3.0	Contract (renewal) to migrate from frame relay to a 100-site converged IP VPN, including 40 VoIP sites	02/11/2004	Global*	Retail
Equant	Swedish Government Offices	Government		\$12,000,000	4.0	Contract to provide an IP VPN-based solution for 100 Swedish embassies and government service offices around the world	06/23/2003	Global	Retail
Equant	Swedish Government Office	Government	Provider of risk transfer, risk financing and asset management	\$1,700,000	n/a	Contract to provide satellite services	06/23/2003	Global	Retail
Equant	Swiss Re	Financial Services		n/a	3.0	Renewed 3 year contract for migration from legacy networks to integrated IP VPN at 72 sites worldwide	05/11/2004	Global	Retail
Equant	Touffain&Eiffel	Energy/Natural Resources/Utilities	The world's fourth-ranked oil and gas company in terms of market capitalization	n/a	n/a	Contract with French Telecom and Equant to interconnect 1,500 of the group's sites in 75 countries with an IP VPN	02/11/2003	Global*	Retail
Equant	Unaxis Group	Technology	Provider of production systems, components, and services for high-technology products based on core competencies in thin-film and vacuum technology	Multi-million	3.0	Contract to provide a fully-managed VPN solution integrating WANs and LANs, and providing full access diversity, connecting facilities in 22 countries in Asia, Europe and North America	03/10/2005	Global	Retail
Equant	Unaxis Group	Technology	Provider of production systems, components, and services for high-technology products based on core competencies in thin-film and vacuum technology	n/a	Multi-year	Contract to use Equant's IP VPN and UP Dial to link its production and distribution companies in Asia, Europe and North America, with remote access for employees	03/26/2003	Global	Retail
Equant	ZF Friedrichshafen	Automotive	Schaeffler driveline and chassis supplier for automobiles	\$35,000,000	5.0	Contract to provide customized IP VPN connecting 118 corporate locations in 25 countries	11/12/2003	Global*	Retail
Eschelon Telecom	Better Business Bureau of Utah (BBB)	Nonprofit	The BBB of Utah provides marketplace services to consumers and businesses within the state	n/a	n/a	Under the terms of the agreement, Eschelon will provide local and long distance service to the BBB of Utah office. Eschelon previously installed an NEC Pro II telephone system for them in 1996.	11/10/2003	Domestic	Retail
Eschelon Telecom	Cinema Seattle	Nonprofit	Cinema Seattle is best known as the host of the annual Seattle International Film Festival, the largest festival of its kind in the U.S	n/a	n/a	Eschelon will provide telecommunications services to Cinema Seattle, including local telephone service via analog lines and a T-1 and long distance service to Cinema Seattle's headquarters.	01/27/2003	Domestic	Retail
Eschelon Telecom	Minnesota Regional Office of the Muscular Dystrophy Association (MDA)	Healthcare	The MDA is a nonprofit organization dedicated to supporting the health needs of Minnesota by funding programs, services, and equipment for those whose lives are touched by Muscular Dystrophy.	n/a	n/a	Eschelon will provide telecommunications services to the Minnesota MDA office, including a local T-1 and additional analog lines.	10/01/2004	Domestic	Retail
Eschelon Telecom	Williamson Community Health Solutions (WCHS)	Healthcare	WCHS is a 501(C)(3) nonprofit organization that provides health care services to the Greater Lane County, Oregon community.	n/a	n/a	Eschelon will provide WCHS with local, long distance and data services via multiple Voice Pro T-1s and an Internet T-1, including connecting three locations via a new VoIP NEC 2000 telephone system.	07/28/2004	Domestic	Retail
Fibertech Networks	Abovenet	Communications Services		n/a	5.0	Agreement for Abovenet to use dark fiber routes connecting Stamford, CT and White Plains, NY	02/01/2005	Domestic	Wholesale
Fibertech Networks	Baystate Health System	Healthcare	New England Healthcare System with 3 hospitals, along with a variety of other services	n/a	n/a	Contract to provide fiber in Springfield, MA and to build connections between Baystate buildings to create fiber ring	03/19/2003	Domestic	Retail
Fibertech Networks	Catholic Health Systems	Healthcare	Operator of hospitals, care centers, adult homes, long term care facilities, etc. in Western New York	n/a	n/a	Contract to deploy and then lease a fiber network to CHS to connect seven major sites	03/09/2005	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
Fibertech Networks	Choice One Communications	Communications Services		n/a	n/a	Contract to sell fiber networks in Hartford, Springfield, Providence, and New Haven, along with intercity networks between some cities	02/11/2003	Domestic	Wholesale
Fibertech Networks	Community College of Allegheny County	Education/Research		n/a	n/a	Contract to lease to CCAC dark fiber from portions on Fibertech networks	04/05/2004	Domestic	Retail
Fibertech Networks	Community Health Network	Healthcare	An integrated healthcare network, providing a variety of healthcare services	n/a	n/a	Contract to build a private dark fiber network connecting four Indianapolis-area locations	03/24/2004	Domestic	Retail
Fibertech Networks	HostTech Communications	Communications Services	Rhode Island provider of managed solutions and carrier grade colocation	n/a	10.0	Contract to provide fiber connections between two HostTech data centers	05/19/2003	Domestic	Wholesale
Fibertech Networks	Lightship Telecom	Communications Services	A facilities-based integrated communications provider	n/a	n/a	Lease of two dark fiber networks, 90 miles Providence, RI, and 70 miles in Springfield, MA	06/28/2004	Domestic	Wholesale
Fibertech Networks	Schick-Wilkinson Sward	Consumer Goods	Maker of mens and womens shaving products	n/a	n/a	Contract to build a private fiber network linking multiple locations in New Haven, CT	02/25/2004	Domestic	Retail
Fibertech Networks	State of Connecticut	Government		n/a	n/a	Contract to expand the Connecticut Education Network in Hartford, Bridgeport and New Haven, and extend service to Danbury, New London, Stamford and other areas	03/17/2004	Domestic	Retail
Fibertech Networks	Yale University	Education/Research		n/a	n/a	Contract to provide dark fiber network capacity in New Haven, CT, as well as building out fiber extensions directly into Yale buildings	09/09/2003	Domestic	Retail
Fibertech Networks	Yipes Enterprise Services	Communications Services	Provider of managed end-to-end Gigabit Ethernet solutions for enterprises customers in the US	n/a	10.0	Contract to provide fiber to Yipes in Providence, RI	03/24/2004	Domestic	Wholesale
Focal Comms.	Call Sciences Inc.	Communications Services	An enhanced communications solutions provider based in Edison, NJ	n/a	2.0	Agreement will make Focal the primary network services provider for Call Sciences. Focal will also provide private lines, dedicated Internet access and colocation service for Call Sciences' data center.	10/02/2003	Domestic	Wholesale
Focal Comms.	Matrix Telecom	Communications Services	Matrix Telecom provides voice and data to its nationwide customer base.	n/a	n/a	Agreement where Focal will provide its integrated voice and data (IVAD) services to Matrix Telecom's nationwide customer base.	09/09/2003	Domestic	Wholesale
GCI Comms.	MCI	Communications Services		\$84,000,000	5.0	MCI is extending its Contract of Alaska Access Services, under which GCI handles certain types of long distance and data services in Alaska on MCI's behalf. In exchange for extending the term of the contract, MCI receives a series of rate reductions implemented in phases over the life of the contract.	07/24/2003	Domestic	Wholesale
Global Crossing	010012 telecom	Communications Services	010012 telecom has made its reputation in Germany as an alternative low-cost, long-distance telephone operator.	n/a	n/a	Global Crossing is providing carrier voice service that will allow 010012 to charge competitive rates for the termination of domestic and international calls. Calls will be carried over Global Crossing's 160,000 km fibre optic net-work over an integrated VoIP packet-based and TDM platform.	01/20/2003	Global*	Retail
Global Crossing	Arcor Group	Consumer Goods	Arcor is the world's largest candy manufacturer. It has 31 plants in Latin America, 25 of which are located in Argentina, and the other 6 in Latin America.	n/a	n/a	Global Crossing implemented an IP VPN for Arcor for converging the company's business-critical voice, data, Internet and videoconferencing traffic onto a single network, connecting Arcor's Latin American, US and European operations. Arcor has had a frame relay contract since 2001.	07/08/2004	Global	Retail
Global Crossing	ASG	Technology	ASG is a leading enterprise software and professional services provider to Global 5000 companies. It has 900 employees, \$175 million in annual revenues, and 18,000 software licenses worldwide.	n/a	n/a	Global Crossing implemented a global, 39-location IP-VPN in the U.S., continental Europe, Scandinavia and Australia for ASG, to transports voice, data, and videoconferencing traffic.	03/29/2004	Global	Retail
Global Crossing	Barrera Siqueiros y Torres Landa (BSTL)	Business Services	Barrera Siqueiros y Torres Landa (BSTL) is a leading Mexican law firm	n/a	n/a	Provides IP VPN service for converging the company's private voice, data, Internet and videoconferencing traffic onto a seamless network, as well as managed services and support.	11/10/2004	Global	Retail
Global Crossing	BorgWarner Inc.	Automotive	BorgWarner, based in Chicago, is a product leader in highly engineered vehicle components and systems.	n/a	n/a	BorgWarner contracted for all its voice and video conferencing needs.	06/14/2004	Global	Retail
Global Crossing	British Council	Nonprofit	The British Council is the UK's international organization for educational opportunities and cultural relations. It was founded in 1934 and granted a Royal Charter by Parliament in 1940.	\$100,000,000	7.0	Global Crossing will provide a fully managed, terrestrial and satellite IP-based network connecting more than 7,000 users at 260 offices in 110 countries.	03/16/2005	Global*	Retail
Global Crossing	BroadVoice	Communications Services	BroadVoice is a leading provider of internet-based telephony for businesses and residential customers.	n/a	n/a	BroadVoice is leveraging Global Crossing's VoIP Outbound and DID services to provide its customers with IP-based local and long-distance voice communications.	10/19/2004	Global	Wholesale

Business Contracts Won by Competitive Carriers

C.L.E.C.	Company	Industry	Detailed Description	Value	Contract Duration (Years)	Other/Comments	Release Date	Domestic/Global	Wholesale/Retail
Global Crossing	Centro Interaccion Multimedia S.A. (C.I.M.S.A.)	Business Services	C.I.M.S.A. is a growing Argentine offshore contact center company that provides high-quality contact center services to international clients.	n/a	n/a	Agreement to provide managed IP VPN and International Private Line services. Global Crossing will provide data transmission for C.I.M.S.A.'s customer support software applications over the company's network, and voice traffic between C.I.M.S.A.'s contact centers in Argentina and U.S. customers.	09/15/2004	Global	Retail
Global Crossing	Coca-Cola Company	Consumer Non-Cyclical	Leading soft drink producer in the world.	n/a	2.0	Providing Dedicated Internet Access service to several offices in Argentina, Bolivia, Chile and Peru with direct connectivity via Global Crossing's MPLS-based, global IP network.	10/20/2004	Global	Retail
Global Crossing	Consolidated Graphics, Inc.	Media	Consolidated Graphics is the largest sheet-fed and half-Web commercial printing company in the U.S.	n/a	n/a	Global Crossing continues to provide Consolidated Graphics with voice and data transporting services over its advanced global IP backbone.	04/14/2003	Domestic	Retail
Global Crossing	Convergia	Communications Services	Headquartered in Montreal, Convergia is a world-class carrier of voice, data and Internet services for residential, business, and wholesale customers. Convergia has one of the largest privately held global end-to-end telecom networks with more than 122 Po.	\$3,800,000	3.0	Agreement to provide telecommunications carrier Convergia with IP VPN, co-location and IP Transit services. The deal builds on an existing three-year relationship between the companies.	01/18/2005	Global	Wholesale
Global Crossing	Corporacion Andina de Fomento (CAF)	Financial Services	The CAF is a multilateral financial institution whose mission is to promote the sustainable development of its shareholder countries and regional integration.	n/a	n/a	Provides managed IP VPN services for CAF's data and video traffic over a single connection, linking offices in Bolivia, Colombia, Ecuador, Peru, Venezuela and Brazil with its telecommunication hub in Miami. CAF will also use Managed IP VPN to converge its voice services over Global Crossing's privately owned and operated MPLS-based IP backbone.	12/09/2004	Global	Retail
Global Crossing	Denet (Denutsche Netzwerk Telekom)	Communications Services	Denet, with headquarters in Germany and Latvia, offers services in numerous Eastern European countries and is now transporting long-distance voice minutes over the European segment of Global Crossing's fiber optic network.	n/a	n/a	Contract with the German carrier Denet to provide voice services over Global Crossing's worldwide fiber optic network. Calls from customers of Denet will be carried over Global Crossing's integrated VoIP packet-based and TDM platform.	01/27/2003	Global*	Wholesale
Global Crossing	Dialogue Marketing	Business Services	Dialogue Marketing is a full-service customer interaction center.	n/a	n/a	Dialogue Marketing, a customer since September 2003, is now using Global Crossing Enterprise VoIP Outbound service.	10/20/2004	Domestic	Retail
Global Crossing	Florida International University (FIU)	Education/Research	FIU Miami's public research university, educates 53,000 students on campuses throughout South Florida and Latin America.	n/a	3.0	Agreement with FIU to provide International Private Line and Dedicated Internet Access services via five DS-3 international private lines for connectivity between points of presence (POPs) in Miami and the worldwide Internet.	03/25/2003	Domestic	Retail
Global Crossing	Foreign and Commonwealth Office (FCO), United Kingdom	Government	UK government's department responsible for foreign state matters.	\$446,000,000	6.0	\$40 million per year. Completed the roll out of a global network for the FCO. The final element of the network is a satellite earth station in Australia, established to serve FCO posts in the Pacific islands, extending the network to 220 sites in 140 countries.	03/01/2004	Global*	Retail
Global Crossing	General Motors Corp.	Automotive	General Motors, the world's largest vehicle manufacturer, employs 340,000 people globally in its core automotive business and subsidiaries.	n/a	n/a	Contract with General Motors to provide France Relay Services between Santiago and Sao Paulo for an eventual transfer to a converged IP solution.	11/27/2004	Global	Retail
Global Crossing	Inalta Roof Systems	Automotive	Inalta Roof Systems, one of the world's biggest providers of vehicle roof systems, develops and assembles innovative car and truck roof systems for almost all vehicle manufacturers. With 11 plants all over the world, it employs about 1,500.	n/a	n/a	Global Crossing, with Transit Broker, has implemented a managed global IP VPN. The backbone replaces and upgrades the functionality of a previous frame relay network, and connects locations in the U.S., UK and the Netherlands, with Italy and Korea to roll.	03/01/2005	Global	Retail
Global Crossing	KB Toys, Inc.	Consumer Goods	KB Toys is the nation's largest combined mall-based and online toy retailer.	\$10,000,000	3.0	Contract for high-speed frame relay network that links 1,300 stores nationwide, and includes Dedicated Internet Access, conferencing, long distance and local telephone service; renews a previous contract.	03/24/2003	Domestic	Retail
Global Crossing	Limelight Networks	Communications Services	Limelight Networks is a leading end-to-end digital delivery network for many of the world's leading media, entertainment and Internet companies.	n/a	n/a	Provides a server-location wavelength delivery network to support Limelight Networks' growing media distribution services.	03/16/2004	Domestic	Wholesale
Global Crossing	Mayo Foundation	Healthcare	The Mayo Foundation is a charitable not-for-profit health care organization world famous for its research and treatment of cancer.	n/a	n/a	Provides long distance voice and audio conferencing services, as well as Ready-Access Web Meeting - Global Crossing's integrated audio-and-Web conferencing solution.	12/07/2004	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
Global Crossing	Navigata Communications	Communications Services	Navigata Communications is a Canadian telecommunications provider serving small and medium-sized businesses worldwide and Canadian carriers and government agencies.	n/a	n/a	Providing Navigata Communications with four high-speed voice service connections (DS-3s); expands Global Crossing contract in existence since August 2003.	12/22/2003	Global	Wholesale
Global Crossing	OneCleveland	Communications Services	OneCleveland is a nonprofit provider of community-based ultra broadband data network service, dedicated to connecting, enabling and transforming much of Northeast Ohio.	n/a	n/a	Provides OneCleveland with a set of broadband services to deliver reliable, high-speed connectivity to the area's research, education, government, healthcare, cultural and other nonprofit facilities.	09/27/2004	Domestic	Wholesale
Global Crossing	Penson Financial Services Canada	Financial Services	Penson Financial Services is a technology pioneer in clearing and execution services, offering a customer-driven platform providing clients with single source-of-execution trade processing and clearing.	n/a	n/a	Penson Financial Services Canada selected Global Crossing IP VPN Service to facilitate its financial services voice and data communications in North America.	06/10/2004	Domestic	Retail
Global Crossing	Premier Sourcing Partners	Healthcare	Premier Sourcing Partners (PSP) delivers IT solutions, and is a healthcare alliance of more than 1,500 not-for-profit hospitals committed to improving healthcare quality, enhancing safety and reducing costs.	n/a	n/a	Under the terms of the agreement, Premier will offer its members a set of Global Crossing services, including broadband, Frame Relay and ATM, IP VPN, Dedicated Internet Access, conferencing and voice services.	01/06/2003	Domestic	Retail
Global Crossing	Rail Settlement Plan Ltd (RSP), United Kingdom	Transportation/Shipping	RSP is part of the Association of Train Operating Companies (ATOC), which was formed by train operating companies at the time of railway privatisation. The association provides its members with a range of services that enable them to comply with their franchise agreements and operating licenses.	n/a	10.0	Contract to provide the UK rail sector with an industry-wide managed IP VPN service in support of the National Reservations Service used by all 25 train operating companies (TOC). The contract has been awarded to support the passenger reservation application operated by systems integrator, Cap Gemini Ernst and Young (CGEY).	03/23/2004	Global	Retail
Global Crossing	SURFnet	Education/Research	SURFnet is the national computer network for higher education and research in the Netherlands. It connects the networks of universities, colleges, research centres, academic hospitals and scientific libraries with one another and to networks in Europe and the rest of the world.	n/a	n/a	Global Crossing expanded its relationship with SURFnet to provide enhanced wavelength connectivity to international research facilities; builds on a partnership that began in 2001. The new contract will provide additional 10-Gbps wavelength services between Amsterdam and major optical networking hubs in the US and the international nuclear research institute CERN based in Geneva.	07/26/2004	Global	Retail
Global Crossing	SURFnet	Education/Research	SURFnet is the national computer network for higher education and research in the Netherlands. It connects the networks of universities, colleges, research centres, academic hospitals and scientific libraries with one another and to networks in Europe and the rest of the world.	n/a	n/a	Contract to provide the Netherlands national research network SURFnet with a key 10 Gbps lambda connection between the Dutch optical infrastructure NetherLight and the StarLight research facility in Chicago.	06/04/2003	Global	Retail
Global Crossing	Telkom SA Limited	Communications Services	Telkom SA Limited is the leading communications provider in South Africa, with business and residential fixed-line telephony, Internet, e-commerce, data communications, satellite and wireless services.	n/a	n/a	A commercial agreement to provide International Private Line services to London, Amsterdam, New York and D.C.	04/27/2004	Global	Wholesale
Global Crossing	Telmex Group	Communications Services	The Telmex Group includes Teléfonos de México, Mexico's largest telecommunications company.	n/a	n/a	The agreement enables the Telmex Group to interconnect its operations in South America, Mexico and the U.S. via Global Crossing's IP based network deliver voice, IP and network operation services. Expands an existing business relationship between the two.	02/14/2005	Global	Wholesale
Global Crossing	Textilease Corp.	Business Services	Based in MD, Textilease and its more than 1,300 employees offer a wide range of executive and industrial garments from its 15 locations in seven states.	n/a	n/a	Global Crossing has provided frame relay and dedicated Internet access to 15 locations throughout the US since November 2001, and has now added dedicated and switched inbound and outbound long-distance voice to the same locations.	01/29/2003	Domestic	Retail
Global Crossing	The Marmon Group, Inc.	Business Services	The Marmon Group is an association of more than 100 companies that operate independently within diverse business sectors from construction and transportation services to industrial, metal and wire and cable products.	n/a	n/a	Agreement with The Marmon Group, Inc. to offer audio, video and Web conferencing services for use by the company's more than 100 member companies worldwide.	10/27/2003	Global*	Retail
Global Crossing	The National Cattlemen's Beef Association (NCBA)	Business Services	NCBA is the trade association for America's cattle farmers and ranchers. With offices in Denver, Chicago and D.C.	n/a	n/a	The NCBA has agreed to use Global Crossing's audio conferencing services between NCBA office locations and its 78 state and affiliate organizations nationwide.	04/16/2003	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
Global Crossing	The National Education and Research Network (RNP)	Education/Research	The National Education and Research Network (RNP) promotes the innovative use of advanced networks in Brazil. It operates an Internet network service directed to the teaching and research community.	n/a	n/a	Agreement to provide RNP with high-speed International Private Line and Dedicated Internet Access services. The services permit RNP's 329 member institutions, representing 800,000 users, to connect and collaborate directly with their counterparts worldwide.	03/19/2003	Global*	Retail
Global Crossing	USA Datanet	Communications Services	USA Datanet is a leading VoIP technology company headquartered in Syracuse, New York. It has more than 435,000 business and residential customers.	n/a	n/a	USA Datanet selected Global Crossing's VoIP Service as the platform of choice to deliver voice, data and enhanced services to its U.S. residential and business customers.	02/09/2004	Domestic	Wholesale
Global Crossing	Vonage	Communications Services	Leading VoIP provider, with over 55,000 subscribers.	n/a	Multi-year	Contract with Vonage to provide the broadband telephony provider IP Transit, co-location service, and domestic and international voice termination services. The partnership will make Global Crossing Vonage's preferred provider of long distance voice termination.	10/13/2003	Global	Retail
Global Crossing	XO	Communications Services	XO is a global provider of communications services	\$100,000,000	5.0	Contract for XO to purchase a minimum of \$50M, possibly up to \$100M, in voice termination and private line termination services from GC over 5 years.	01/08/2004	Domestic	Wholesale
Global Crossing	XO Communications	Communications Services	XO Communications is a national broadband telecommunications services provider.	\$50,000,000	5.0	Possible value up to \$100 million; XO Communications agreed to purchase voice termination and private line termination services; it amends the scope of a previous agreement for private line services between the two companies.	01/08/2004	Domestic	Retail
Global Crossing	Zurich Financial Services	Financial Services	Zurich Financial Services is an insurance-based financial services provider with an international network. It has offices in more than 50 countries and employs about 64,000.	n/a	n/a	Contract regarding the provision of audio, video and Web-based conferencing services to the Zurich Financial Services Group. Global Crossing will provide a full suite of conferencing services to offices around the globe, delivered over Global Crossing's 200-city network.	09/25/2003	Global*	Retail
Grande Comms.	Teravista	Basic Materials/Capital Goods	Teravista is a master-planned community based in Round Rock, Texas	n/a	n/a	Contract to provide high-speed Internet, local and LD services; digital cable TV as well	03/22/2004	Domestic	Retail
IBM	Aesculap	Healthcare	Aesculap SA is the French division of B. Braun responsible for the development of medical implants	n/a	n/a	Contract to improve collaboration efficiency and increase integration between engineering and production	03/31/2004	Global	Retail
IBM	Aircraft Braking Systems Corporation	Basic Materials/Capital Goods	ABSC is one of the world's three leaders in the manufacture and supply of aircraft wheels, brakes, and anti-skid systems	n/a	n/a	Contract to optimize collaborative processes between engineering and manufacturing	03/22/2005	Global	Retail
IBM	Alcoa	Basic Materials/Capital Goods	Alcoa is a leading producer and manager of aluminum products and components	n/a	n/a	Contract to improve collaboration efficiency and increase integration between engineering and production	03/21/2005	Domestic	Retail
IBM	Amore Pacific Inc	Consumer Goods	Amore Pacific Inc is Korea's leading cosmetics manufacturer	\$100,000,000	10.0	Contract to operate and manage IT infrastructure, provide web hosting for 3-business	08/29/2003	Global	Retail
IBM	ATB Financial	Financial Services	ATB Financial is a \$13.7 billion, full-service financial institution based in Edmonton, Alberta	\$92,500,000	5.0	Contract to provide banking applications and infrastructure support, network services	11/19/2003	Domestic	Retail
IBM	Auna Group	Communications Services	Auna Group is a leading telecommunications service provider in Spain	\$513,000,000	10.0	Contract to provide management of IT infrastructure	12/19/2003	Domestic	Retail
IBM	Banco BPI	Financial Services	Banco BPI is a universal financial and multi-specialist group in Portugal	n/a	10.0	Contract to manage IT infrastructure	10/15/2004	Global	Retail
IBM	Banco Santander Totta	Financial Services	Banco Santander Totta is part of major int'l bank group, Grupo Santander	n/a	n/a	Contract to manage bank's technology infrastructure	03/18/2005	Global	Retail
IBM	Bekins HomeDirectUSA	Transportation/Shipping	Bekins HomeDirectUSA is the world's largest mover of large consumer durable products	n/a	n/a	Wireless sys provided to track shipments and event information, linking 75 distribution facilities, 800+ drivers	06/08/2004	Domestic	Retail
IBM	BellSouth	Communications Services		n/a	n/a	Agreement to collaborate on the delivery of hosting and network services to business customers in US to help mutual customers facilitate business transformations	03/12/2003	Domestic	Retail
IBM	Benetton Group	Consumer Goods		n/a	n/a	Contract to improve collaboration efficiency and increase integration between engineering and production	04/07/2004	Global	Retail
IBM	Bharti Tele-Ventures	Communications Services	Bharti Tele-Ventures is India's leading private sector provider of telecommunications services	\$725,000,000	10.0	Agreement to consolidate, transform, manage IT infrastructure and apps, develop/market IT/telecom solutions and services for India; Bharti Tele-Ventures to be preferred supplier of telecom services to IBM India	03/26/2004	Global	Retail
IBM	BJ's Wholesale	Consumer Non-Cyclical		n/a	n/a	Contract to provide Enterprise Marketing services, analytical data environment and supporting services	01/11/2003	Domestic	Retail
IBM	Boeing Company	Basic Materials/Capital Goods		\$160,000,000	3.0	Contract to manage Boeing corporate-wide voice communications network, 150,000 users, wide range of services, telephony systems and applications support, voicemail, audio conferencing and operator services, working with Verizon	08/29/2003	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
IBM	Boeing Company	Transportation/Shipping	The Boeing Company is the world's leading aerospace company, with its heritage mirroring the history of flight.	n/a	n/a	Contract to improve collaboration efficiency and increase integration between engineering and production data	02/12/2004	Domestic	Retail
IBM	Bradford & Bingley	Financial Services	Bradford & Bingley is a major provider of financial and property services in the UK	n/a	n/a	Contract to extend existing IT services contract	11/13/2003	Global	Retail
IBM	BT	Communications Services		n/a	n/a	Contract to use IBM software to deliver and monitor hosted software services over web to SMB in UK	03/20/2003	Global	Retail
IBM	Canadian Pacific Railway	Transportation/Shipping	Canadian Pacific Railway is recognized internationally for its scheduled railway operations, is a transcontinental carrier operating in Canada and the U.S.	\$165,000,000	7.0	Contract to operate and enhance railway's computing infrastructure	12/02/2003	Domestic	Retail
IBM	China Mobile	Communications Services	China Mobile is a mobile communications services provider with 100 million subscribers	n/a	n/a	Contract to improve access and use of information, leveraging existing applications with security and reliability	02/20/2003	Global	Retail
IBM	Circuit City	Consumer Goods	Circuit City is leading specialty retailer of consumer electronics	n/a	n/a	Contract to update POS sys, in-store technology, data integration	08/10/2004	Global	Retail
IBM	Clarion Electronics	Automotive	Clarion is a leader in the car audio electronics industry	n/a	n/a	Contract to improve collaboration efficiency and increase integration between engineering and production data	12/15/2003	Global	Retail
IBM	CTT	Business Services	CTT is the biggest Portuguese Postal Communications operator	n/a	10.0	Contract to provide business continuity services, managed services	03/24/2004	Global	Retail
IBM	Cuyahoga Falls, Ohio, USA	Government		n/a	n/a	Contract to upgrade network infrastructure, optimize IT environment	02/15/2005	Domestic	Retail
IBM	D&B	Business Services	D&B is the leading provider of global business information, tools and insight	\$180,000,000	7.0	Contract to provide data acquisition and delivery, customer service, and financial processes	10/20/2004	Domestic	Retail
IBM	Dean Health System	Healthcare	DHS provides integrated quality healthcare, insurance, and research	n/a	n/a	Contract to provide network management infrastructure, increasing efficiency/improving management, 215+ business customers have signed on for this service	03/23/2005	Domestic	Retail
IBM	Defra- Department for Environment, Food and Rural Affairs	Government		n/a	7.0	Contract to manage, support, improve IT infrastructure	07/20/2004	Global	Retail
IBM	Delta Lloyd Group	Financial Services	Delta Lloyd Group is a financial services provider	\$247,000,000	7.0	Contract to provide all Information Communication Technology infrastructure services; provide data center, management of PCs and telecom	02/17/2004	Domestic	Retail
IBM	Dept of Defense	Government		n/a	n/a	Contract to manage, support and execute development of policy on use of RFID tags by 43,000 defense suppliers	03/17/2004	Domestic	Retail
IBM	Diageo	Consumer Non-Cyclical	Diageo is the world's leading premium drinks business with an outstanding collection of beverage alcohol brands across spirits, wine and beer categories	n/a	7.0	Contract to drive standardization and simplification, create infrastructure for e-business, consolidated data center	08/22/2003	Domestic	Retail
IBM	Dian Kreatif	Basic Materials/Capital Goods	An SMB employing 300 professionals, DK Composites is a German-Malaysian joint venture established in Melaka, Malaysia in 1997.	n/a	n/a	Contract to improve collaboration efficiency and increase integration between construction and production	02/16/2004	Domestic	Retail
IBM	Dow Chemical	Basic Materials/Capital Goods		n/a	7.0	Contract to deploy, upgrade infrastructure, enhancing flexibility/efficiency; provide managing services; global IP- voice, data, teleconferencing	08/02/2004	Global	Retail
IBM	Dresdner Bank	Financial Services		n/a	n/a	Contract to provide management, development, implementation services for financial market information database	12/19/2003	Domestic	Retail
IBM	Eagle Broadband	Communications Services	Eagle Broadband is a leading provider of broadband and communications products and services	n/a	n/a	Joint agreement to design, build, operate state-of-the-art, fiber-based broadband networks and deliver four-play bundled digital services	02/10/2004	Domestic	Retail
IBM	El Dorado Furniture	Consumer Goods	El Dorado is one of the top 50 furniture retailers in the country	n/a	n/a	Contract to upgrade network infrastructure, optimize IT environment	02/10/2005	Domestic	Retail
IBM	Elisa Corporation	Communications Services	Elisa Corporation is Finland's second largest telecommunications operator	n/a	7.0	Contract to position Elisa for next generation telecommunications networks, develop both bespoke and package apps that support key areas of Elisa's business	02/22/2005	Domestic	Retail
IBM	Elizabeth Arden	Consumer Goods		\$3,000,000	6.0	Several million dollar contract to consolidate data center ops	10/31/2003	Global	Retail
IBM	Embratel	Communications Services	Embratel is the premium telecommunications provider in Brazil and offers an ample variety of telecom services	\$375,000,000	10.0	Contract to operate Embratel's entire IT infrastructure	04/09/2003	Global	Retail
IBM	Endesa	Energy/Natural Resources/Utilities	Endesa is Spain's largest electric utility	\$194,000,000	7.0	Contract to manage IT infrastructure	11/13/2003	Global	Retail
IBM	Esquire	Business Services	Esquire is Korea's leading fashion mktg company	n/a	7.0	Contract to operate and manage IT infrastructure	10/15/2004	Global	Retail
IBM	Fidelity Information Services	Financial Services	Fidelity National Financial, Inc is a provider of products and outsourced services and solutions to financial institutions and the real estate industry	n/a	n/a	Contract to deliver next-generation core processing solution for retail financial services organizations	10/27/2003	Domestic	Retail
IBM	Fidelity National Financial	Financial Services	Fidelity National Financial Inc is one of the world's largest providers of IT solutions	Multi-million	n/a	Contract to assist in development of new system for processing mortgages, deploy internet backbone	02/26/2004	Domestic	Retail

Business Contracts Won by Competitive Carriers

CL/EC	Company	Industry	Detailed Description	Value	Contract Duration (Years)	Other/Comments	Release Date	Domestic/Global	Wholesale/Retail
IBM	Free	Communications Services	Free is the second largest French ISP	n/a	Multi-year	Contract to deploy Next Generation Network, delivering new packet-based services to mass market, including VoIP over unbundled DSL.	01/21/2004	Domestic	Retail
IBM	Fusion Storm	Technology	FusionStorm provides IT solutions	n/a	n/a	Contract to provide network management infrastructure, increasing efficiency/improving management, 21st business customers have signed on for this service	03/23/2005	Domestic	Retail
IBM	Gardena	Consumer Goods	Gardena is a leading international supplier of products for the planning, design and care of gardens	n/a	n/a	Contract to integrate engineering data, enable product dev collaboration in real time	09/16/2004	Domestic	Retail
IBM	Galaxy Technologies	Basic Materials/Capital Goods	Galaxy Technologies, LLC was established in 2002 to provide advanced delivery technologies to the AEC industries.	n/a	n/a	Contract to improve collaboration efficiency and increase integration between design and production data	09/29/2003	Domestic	Retail
IBM	Goodyear Dunlop Tires Europe	Automotive		n/a	10.0	Contract to transform business, increase data integration across locations in 13 countries	07/29/2004	Global	Retail
IBM	Greif, Inc.	Basic Materials/Capital Goods	Greif, Inc. is a worldwide leader in industrial packaging	n/a	n/a	Contract to consolidate computing infrastructure, increase sys management efficiency	12/06/2004	Global	Retail
IBM	Grimes Industrial Design	Business Services	Grimes Industrial Design is a design outsourcing boutique	n/a	n/a	Contract to improve collaboration efficiency and increase integration between engineering and production data	12/17/2003	Domestic	Retail
IBM	Hallmark	Consumer Goods	Hallmark is known throughout the world for its greeting cards, related personal expression products, and television's most honored and enduring dramatic series, the Hallmark Hall of Fame.	n/a	Seasonal	Contract to provide hosting/managing services during peak periods	12/19/2003	Domestic	Retail
IBM	Hanni E Hwa Co., Ltd	Automotive	Hanni E Hwa is a leading company that manufactures automobile interior components, such as door panels, seat, head lining, package trays, and covering sleeves	n/a	n/a	Contract to manage and standardize product data	10/26/2003	Global	Retail
IBM	Harworth, Inc	Business Services	Harworth, Inc is a global manufacturer of office furniture and adaptable workspace environments	n/a	n/a	Contract to enhance IT infrastructure, adding security, allowing real-time business information	03/15/2005	Domestic	Retail
IBM	HSH Nordbank, PLUS BANK	Financial Services		n/a	5.0	Contract to provide IT services: design, host, and operate several types of applications	06/07/2004	Domestic	Retail
IBM	Hudson's Bay Company	Consumer Goods	Hudson's Bay Company is Canada's largest department store retailer	n/a	n/a	Contract to provide stockroom data integration framework	09/02/2004	Domestic	Retail
IBM	Hydon-Quebec	Energy/Natural Resources/Utilities	Hydon-Quebec is an integrated electrical company	n/a	n/a	Contract to deploy engineering data integration system	12/01/2004	Global	Retail
IBM	ING US Financial Services	Financial Services	ING US Financial Services is one of the largest financial services organizations	\$600,000,000	7.0	Contract to simplify and consolidate ING US Financial Services IT Infrastructure	12/16/2003	Domestic	Retail
IBM	Intenia	Business Services	Intenia is one of the world's leading suppliers of collaboration solutions	n/a	n/a	Contract to integrate business processes for enterprise and supply chain management	10/28/2003	Global	Retail
IBM	J.C. Whitney	Automotive	J.C. Whitney is one of the largest direct marketers of automotive accessories and parts.	n/a	n/a	Contract to transform inventory management system, facilitate easy connectivity, integrates data	12/20/2004	Domestic	Retail
IBM	Jean Coati	Consumer Non-Cyclical	Jean Coati is one of North America's largest drug store chains	Multi-million	n/a	Contract to integrate technology systems for 1,300+ stores	09/23/2004	Domestic	Retail
IBM	John Hancock	Financial Services	John Hancock Financial Services provides a wide range of insurance and investment products and services to individual and institutional customers	\$34,000,000	6.0	Contract to deploy leading-edge technology that continuously monitors performance to prevent service disruptions to John Hancock's multi-channel distribution system supporting insurance agents, banks, insurance brokers, broker/dealer firms and other intermediaries. The integrated IBM environment of mainframes, servers, desktop PCs as well as voice and data networks will increase or decrease capacity according to need	09/05/2003	Domestic	Retail
IBM	Karolinska Institutet Biobank	Healthcare		n/a	n/a	Contract to build first IT-enabled biobank, providing IT infrastructure and integrating research projects to develop data collection standards	11/18/2004	Domestic	Retail
IBM	Korean Air	Transportation/Shipping		n/a	n/a	Contract to design/implement a network serving 270 locations in 80 countries; integrate voice and data	11/03/2003	Global	Retail
IBM	Kubota Tractor Corporation	Basic Materials/Capital Goods		n/a	10.0	Contract extension to provide comprehensive IT services, develop and manage e-business ops, implement T-VPN, provide web hosting, manage data center, voice network, IT infrastructure	01/30/2004	Domestic	Retail
IBM	Kennamerl Energy	Energy/Natural Resources/Utilities		n/a	n/a	Contract to develop business plan for full roll out of broadband services on Newsgen west coast, recommendations include digital media triple-play infrastructure w/IT TV, Video on Demand, IP telephony, broadband Internet access	10/13/2004	Global*	Retail
IBM	Lauriatian Bank	Financial Services		\$24,000,000	6.0	Contract to manage bank's IT operations	03/22/2005	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
IBM	LG CNS- V-ENS	Automotive	V-ENS is a subsidiary of LG CNS, a leading Korean IT engineering services provider.	n/a	n/a	Contract to improve collaboration efficiency and increase integration between engineering and production.	04/01/2004	Global	Retail
IBM	Liebherr Group	Basic Materials/Capital Goods	Liebherr Aerospace provides the world's major aircraft manufacturers with aircraft control, hydraulic, landing gear, air conditioning and ventilation systems.	Multi-million	3.0	Contract to improve collaboration efficiency and increase integration between engineering and production data.	12/08/2003	Global	Retail
IBM	Lloyds TSB	Financial Services		\$940,000,000	7.0	Contract to enhance bank's voice and data services in support of next-generation business solutions.	12/06/2004	Global	Retail
IBM	Lockheed Martin	Basic Materials/Capital Goods		n/a	n/a	Contract to provide infrastructure to consolidate network.	12/21/2004	Domestic	Retail
IBM	Loewen Inc	Consumer Goods	Loewen is a Manitoba-based leading manufacturer of luxury Douglas fir windows and doors.	n/a	n/a	Contract to enable Loewen to integrate production data.	12/01/2003	Global*	Retail
IBM	Lyonnais des Eaux France	Energy/Natural Resources/Utilities	Lyonnais des Eaux France employs 8550 collaborators, that reach 14 million inhabitants in the form of drinking water and also treats used water for 9 million people in France.	\$46,000,000	5.0	Contract extension to provide IT services.	01/23/2004	Global	Retail
IBM	Magnet Networks	Communications Services	Magnet Networks offers a comprehensive range of high-quality communications and entertainment services, delivered to each subscriber through a single fibre-optic cable.	n/a	n/a	Contract to install next generation voice switching technology infrastructure.	02/09/2005	Global	Retail
IBM	Manulife Financial	Financial Services	Manulife Financial is the world's fourth largest insurance company.	\$70,000,000	n/a	Contract to provide managing services.	12/22/2004	Domestic	Retail
IBM	Marathon Oil Company	Energy/Natural Resources/Utilities	Marathon Oil is an energy company engaged in the worldwide exploration, production, and transportation of crude oil and natural gas.	Multi-million	7.0	Contract to administer accounting functions.	06/01/2004	Domestic	Retail
IBM	MCI	Communications Services		n/a	n/a	Contract to power voice mail infrastructure for MCI's all-distance, nationwide service.	03/26/2003	Domestic	Retail
IBM	Merrill Lynch- Corporate Technology	Financial Services		n/a	n/a	Contract to provide systems integration and application management services.	02/11/2004	Domestic	Retail
IBM	METRO Group	Business Services		n/a	n/a	Contract to provide software to integrate rollout of RFID throughout supply chain.	07/07/2004	Global	Retail
IBM	METRO Group	Business Services	The METRO Group is the world's fifth-largest trading and retailing group.	n/a	n/a	Contract to provide systems integration for comprehensive RFID deployment.	01/12/2004	Domestic	Retail
IBM	Michelin	Automotive	Michelin is the worldwide market leader in tires.	\$1,000,000,000	8.0	Contract to provide management and maintenance of Michelin IT infrastructure in N. America and Europe.	12/11/2003	Global	Retail
IBM	Morgan Stanley	Financial Services		\$575,000,000	5.0	Contract extension to create automated data center, provide managed services and increase responsiveness of the network.	04/27/2004	Domestic	Retail
IBM	New York Stock Exchange	Financial Services		n/a	n/a	Contract to provide new order management and messaging systems.	12/14/2004	Domestic	Retail
IBM	NHN	Technology	NHN is operator of Korea's leading internet search portal and online game community.	n/a	10.0	Contract to provide network solution that increases responsiveness of IT infrastructure, integrate voice and data, offering web-based IVR, email and telephony.	06/21/2004	Domestic	Retail
IBM	Nisshin Steel Co Ltd	Basic Materials/Capital Goods	Nisshin Steel Co Ltd, Japan's market leader in stainless steel.	n/a	10.0	Contract for management of IT services.	01/23/2004	Global	Retail
IBM	Nokia	Communications Services	Nokia is the world's leader in mobile communications.	n/a	n/a	Contract to run Helpdesk operations, manage and develop desktop IT environment.	01/16/2004	Domestic	Retail
IBM	Norwich Union	Financial Services		n/a	2.5	Contract to provide program transformation expertise for its business services division.	01/20/2005	Global	Retail
IBM	NYC Metropolitan Transportation Authority	Transportation/Shipping		\$65,000,000	5.0	Contract for data center management.	02/08/2005	Domestic	Retail
IBM	Orange	Communications Services	Orange group is one of the world's largest mobile communications companies and a subsidiary of the France Telecom group, with operations in 19 countries across Europe and beyond.	n/a	n/a	Contract to provide secure identity accounts, data/web services to mobile phone users (50M users); services include IM, location-based services, games, online banking, and email.	07/22/2004	Global	Retail
IBM	Philips Consumer Electronics	Technology	Royal Philips Electronics is one of the world's largest electronics companies.	n/a	n/a	Contract to transform and manage Philips' Service activities in North America.	04/14/2004	Global	Retail
IBM	Posten	Government	Posten is Sweden's national postal service.	\$282,000,000	6.0	Contract to manage and enhance IT and telephony infrastructure; telephony network with 2500 access points, extends PC/LAN contract for 3 yrs. WAN.	06/24/2003	Global	Retail
IBM	QUALCOMM Incorporated	Communications Services	QUALCOMM Incorporated is the pioneer and world leader of Code Division Multiple Access (CDMA) digital wireless technology.	n/a	n/a	Contract to provide infrastructure to support QUALCOMM's BREW extranet, clearinghouse for BREW-based applications.	01/20/2004	Domestic	Retail
IBM	RAYLASE	Technology	RAYLASE develops modular components and subsystems for laser beam deflection.	n/a	n/a	Contract to integrate electrical, software, mechanical, optical engineering data.	03/08/2005	Domestic	Retail
IBM	Royal Caribbean Company	Travel/Hospitality/Restaurants	Royal Caribbean Cruises Ltd. is a global cruise vacation company.	n/a	n/a	Contract to provide storage services.	12/22/2003	Domestic	Retail

Business Contracts Won by Competitive Carriers

CLFC	Company	Industry	Detailed Description	Value	Contract Duration (Years)	Other/Comments	Release Date	Domestic/Global	Wholesale/Retail
IBM	S.F. State University	Education/Research		\$2,300,000	n/a	Contract to upgrade University's communication technology: unified email, calendaring, group collaboration, Web collaboration.	02/02/2005	Domestic	Retail
IBM	Sears, Roebuck and Co.	Consumer Goods	Sears, Roebuck and Co. is a leading nationwide retailer providing merchandise and related services.	n/a	n/a	Contract to upgrade POS systems.	01/12/2004	Domestic	Retail
IBM	Shunde Special Transformer Works (SUNTEN)	Energy/Natural Resources/Utilities	SUNTEN is China's leading manufacturer of dry-type transformers and urban electrical network equipment.	n/a	n/a	Contract to improve collaboration efficiency and increase integration between engineering and production.	02/19/2004	Global	Retail
IBM	Sitel Systems	Technology	Leading provider of business applications software.	n/a	n/a	Contract to provide network management infrastructure, increasing efficiency/improving management, 215+ business customers have signed on for this service.	01/23/2005	Domestic	Retail
IBM	Siemens (CM)	Communications Services	Siemens CM is one of the world's largest manufacturers of GSM mobile and cordless phones.	n/a	n/a	Contract to integrate engineering/production data.	10/13/2004	Domestic	Retail
IBM	Singapore Airlines	Transportation/Shipping		\$180,000,000	7.0	Contract to provide managing network services.	10/26/2004	Global	Retail
IBM	Smart Telecom	Communications Services	Smart Telecom, providers of voice and broadband services, are the third largest telco operator in the Republic of Ireland.	n/a	n/a	Contract to install Next Generation Voice Switching Technologies.	06/09/2004	Domestic	Retail
IBM	Sodexo	Business Services	Sodexo is a leading provider of Total Support Services- food and management services, facilities management, multi service manufacturer, multi service provider for schools, banks and candidate management solutions.	Multi-million	5.0	Contract to provide business consulting, e-business hosting, support services.	08/13/2004	Global	Retail
IBM	SOE Software Corp	Miscellaneous Services		n/a	n/a	Contract to provide wide range of voter services.	11/30/2004	Global	Retail
IBM	Sparkassen Informatik	Financial Services	Sparkassen Informatik is a leading German retail banking solution provider for savings banks.	n/a	n/a	Contract to consolidate IT platform, upgrade IT infrastructure, used to integrate various German locations.	02/20/2004	Global	Wholesale
IBM	Sprint	Communications Services		Multi-billion	5.0	Contract to implement major transformational process initiatives for all aspects of customer service, manage vendor-operated/Sprint-operated call centers.	02/04/2004	Domestic	Retail
IBM	Sprint	Communications Services		n/a	n/a	Contract with IBM, Global Services and EDS to provide application development and maintenance support for selected software systems.	09/05/2003	Domestic	Retail
IBM	State of Mississippi	Government		\$14,000,000	n/a	Mississippi Automated System Project, contract to deploy mobile data infrastructure that provides real time access to public safety records, mobile data infrastructure.	06/30/2004	Domestic	Retail
IBM	Stungat Bank	Financial Services		n/a	n/a	Contract to upgrade customer relationship management systems.	10/19/2004	Global	Retail
IBM	Swedish National Road Administration	Government		n/a	n/a	Contract to assist in building, integrating, implementing, managing new congesting charging systems.	07/12/2004	Global	Retail
IBM	T. Rowe Price	Financial Services	T. Rowe Price is a global investment management firm with \$190 billion in assets under management.	n/a	n/a	Contract to integrate, consolidate customer communications, greater efficiency in providing customized documents.	02/10/2004	Domestic	Retail
IBM	TARGET	Consumer Non-Cyclical		n/a	10.0	Contract to manage merchant's mainframe IT infrastructure.	12/31/2003	Domestic	Retail
IBM	Telecarrier	Communications Services	Headquartered in Panama, Telecarrier offers voice and data integrated solutions to businesses within the country and region.	n/a	n/a	Contract to help build Next Generation Network, deliver array of services, VoIP for national/int'l calls, Internet, email, colocation, managed Web hosting services, wholesale ISP services.	01/14/2003	Global	Retail
IBM	Telefonica del Sur	Communications Services	Telefonica del Sur is the leading telecommunications operator in the south of Chile.	n/a	5.0	Contract to provide network management, services, business continuity services.	09/05/2003	Global	Retail
IBM	The Lee Company	Basic Materials/Capital Goods	The Lee Company is a pioneer in the development of tribolite precision fluid control components.	n/a	n/a	Contract to integrate/consolidate engineering, design, sales, quality assurance data.	07/07/2004	Domestic	Retail
IBM	University of Iowa Hospitals and Clinics	Healthcare		n/a	n/a	Contract to provide business continuity solution equipment.	09/09/2004	Domestic	Retail
IBM	US Army	Government		n/a	n/a	Contract to integrate forms management systems equipment.	12/17/2004	Domestic	Retail
IBM	Various Public School Systems	Government		n/a	n/a	Contract to integrate primary documents, lesson plans, and student assessment.	12/16/2004	Domestic	Retail
IBM	West Branch Regional Medical Center	Healthcare	West Branch Regional Medical Center is a flagship hospital in Northern Michigan.	n/a	n/a	Transformed patient care operations into electronic based system.	02/16/2005	Domestic	Retail
IBM	Wiener Stoedische Group	Financial Services	Wiener Stoedische is the leading Austrian insurance group in Central and Eastern Europe.	n/a	7.0	Contract to transform, manage IT infrastructure.	10/15/2004	Global	Retail
IBM	Worldspan	Travel/Hospitality/Restaurants	Atlanta-based Worldspan provides worldwide electronic distribution of travel information, Internet products and connectivity, and e-commerce capabilities for travel agencies, travel suppliers and corporations.	n/a	n/a	Contract to provide hosting/managing services.	01/10/2005	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
IBM	Yantai Raffles Shipyard	Basic Materials/Capital Goods	Yantai Raffles Shipyard has the engineering capacity and facilities to manage a wide variety of vessels at one time	n/a	n/a	Contract for data center management	07/24/2003	Domestic	Retail
IBM	Zurich Financial Services	Financial Services	Zurich Financial Services is an insurance-based financial services provider with an international network	n/a	n/a	Contract to consolidate and manage workplace technology	12/10/2003	Global	Retail
IBM	American Mortgage Network	Financial Services	American Mortgage Network is a wholesale mortgage bank	n/a	n/a	Contract to provide infrastructure for increased capacity and flexibility of IT infrastructure	02/18/2004	Domestic	Retail
IBM	AREVA	Communications Services	AREVA provides its customers with technological solutions for the production of nuclear energy and electricity delivery	n/a	n/a	Contract to integrate engineering business lines and extended collaborative work	10/13/2004	Global	Retail
IBM	Dutch Chambers of Commerce	Government		n/a	n/a	Contract to consolidate technology, simplify computing infrastructure	03/14/2005	Global	Retail
IBM	First National Bank of Omaha	Financial Services	FNBO is the lead bank within First National Bank of Nebraska	n/a	n/a	Contract to consolidate bank's core operations	02/09/2005	Domestic	Retail
IBM	MDS Inc	Healthcare	MDS Inc is an international health and life sciences company	\$265,000,000	7.0	Contract to manage IT infrastructure, provide network services	09/30/2003	Global	Retail
IBM	Retevision	Media		n/a	n/a	Contract to provide IT services	10/20/2004	Global	Retail
IBM	Sprint	Communications Services		n/a	n/a	Sprint is using IBM's WebSphere Everyplace Service Delivery middleware for the Sprint Business Mobility Framework to help the network service provider and its customers cost effectively extend and enrich enterprise applications	06/29/2004	Domestic	Retail
IBM	State of Texas	Government	The Office of the Texas Secretary of State	n/a	n/a	Contract to assist in development/implementation of statewide Web-based voter registration solution	03/08/2005	Domestic	Retail
ICG Comms.	oi Communications	Communications Services		n/a	Multi-year	Multi-year contract to provide managed modern Internet Remote Access Service (IRAS)	10/22/2003	Domestic	Retail
IDT Corp.	Cablevision	Communications Services	Telecommunications provider serving the New York metropolitan area	n/a	n/a	Agreement to provide international long distance phone service for Cablevision's VoIP customers	09/23/2004	Domestic	Wholesale
KMC Telecom	City of Chaska, MN	Government	City government of Chaska, MN.	n/a	n/a		09/02/2004	Domestic	Retail
KMC Telecom	East Baton Rouge Parish	Government	Metropolitan council of East Baton Rouge, LA.	\$110,000	n/a	The company will connect existing fiber optic cables to 3 locations.	05/27/2004	Domestic	Retail
KMC Telecom	Ritz-Carlton, Sarasota, FL	Travel/Hospitality/Restaurants	The Chevy Chase-based company has 57 luxury hotels worldwide, including the one in Sarasota, and more than 28,000 employees	n/a	n/a	Contract to provide a range of voice and data services to the luxury hotel's Sarasota location.	02/02/2003	Domestic	Retail
KPN Telecom	ABN AMRO Services Company, Inc. (AASC)	Financial Services	ABN AMRO is a prominent international bank, and ranks 11th in Europe and 20th in the world based on capital.	n/a	5.0	Contract to manage the global telecoms network of ABN Amro's Wholesale Clients division for around 100 locations in more than 50 countries.	04/29/2004	Global	Retail
KPN Telecom	Infinium	Basic Materials/Capital Goods	Headquartered in the UK and with regional locations in the US and Singapore, Infinium is a developer of lubricant additives used primarily by oil companies.	\$6,470,797	3.0	Extended contract for the management of its global VPN network to offices in over 20 countries, for which KPN will continue to provide Infinet's global network infrastructure	09/14/2004	Global	Retail
Level 3	8x8	Communications Services	8x8, Inc. and its subsidiaries develop and market telecommunications products and technology for internet protocol (IP) telephony and video applications	n/a	n/a	Contract to enhance 8x8 residential VoIP offerings, incl E911	06/14/2004	Domestic	Wholesale
Level 3	8x8	Communications Services	8x8, Inc. and its subsidiaries develop and market telecommunications products and technology for internet protocol (IP) telephony and video applications	n/a	n/a	Contract to provide wholesale VoIP services	03/30/2004	Global	Wholesale
Level 3	Adelphia Communications Corp.	Communications Services		n/a	n/a	Contract to be exclusive wholesale VoIP provider for Adelphia residential voice services	03/16/2005	Domestic	Wholesale
Level 3	Adelphia Communications Corp.	Communications Services		n/a	n/a	Contract to provide network services	09/09/2004	Domestic	Wholesale
Level 3	America Online	Communications Services		Multi-million	n/a	Expands upon existing contract, expands colocation services, provides 10 Gbps wavelength circuits, provides metro-area dark fiber	10/27/2003	Global	Retail
Level 3	America Online	Communications Services		n/a	n/a	Level 3 is underlying networking provider for new Internet phone service	03/08/2005	Domestic	Wholesale
Level 3	America Online	Communications Services		n/a	n/a	Contract through acq of Genuity	02/04/2005	Domestic	Wholesale
Level 3	BT Americas Inc	Communications Services	BT Americas Inc. is a part of BT Global Services, BT's business services and solutions division, serving customers worldwide. As an information and communications technology service provider, BT Global Services provides integrated data and value-added services to meet the European needs of global multi-site corporates and the global needs of European corporates	n/a	n/a	Contract to provide private and colocation services to expand MPLS backbone	11/05/2003	Domestic	Wholesale

Business Contracts Won by Competitive Carriers

CLEC	Company	Industry	Detailed Description	Value	Contract Duration (Years)	Other/Comments	Release Date	Domestic/Global	Wholesale/Retail
Level 3	Callipso	Communications Services	Callipso provides enhanced IP services to telecommunications carriers, enterprises and the prepaid card marketplace	n/a	n/a	Contract to provide WAN service to manage voice traffic over nationwide IP network, expands upon existing agreement	08/10/2004	Domestic	Retail
Level 3	CHAMPION Communications	Communications Services	Champion Communication Services, Inc. (CCS) provides high-powered trunked radio dispatch services, vehicle tracking and text messaging in five major markets in the United States	n/a	n/a	Contract to provide wholesale VoIP services	10/13/2004	Global	Wholesale
Level 3	Charter Communications, Inc.	Communications Services		n/a	n/a	Contract to provide long distance voice services and local interconnection services in select markets	08/30/2004	Domestic	Wholesale
Level 3	Chunghwa Telecom Global	Communications Services	Serving the Chinese consumer and enterprise markets in the United States, Chunghwa Telecom Global provides broadband, voice communication and managed services. These services include VPN, security and communications applications.	n/a	n/a	Contract to provide multiple private lines to connect carrier's Asian network with US locations	08/24/2004	Global	Retail
Level 3	Claranet	Communications Services	Claranet is the UK's largest non-teleco Internet Service Provider to business	n/a	n/a	Contract to provide wholesale IP transit services	01/16/2003	Global*	Wholesale
Level 3	Comcast Corporation	Communications Services		n/a	n/a	Contract to provide inter-city and metro dark fiber as part of Comcast's extension of its fiber footprint	12/07/2004	Domestic	Wholesale
Level 3	Computer Sciences Corporation (CSC)	Technology	CSC is a leading global information technology (IT) services company.	n/a	n/a	Contract to provide MPLS VPN services	08/03/2004	Domestic	Wholesale
Level 3	Cox Communications	Communications Services	Cox has built high-quality communications networks and delivered quality cable television programs. A full-service provider of telecommunications products, Cox offers an array of services.	n/a	n/a	Contract to supply multiple optical wavelength services	06/17/2003	Domestic	Wholesale
Level 3	deltathree, Inc.	Communications Services	deltathree is a provider of hosted, Session Initiation Protocol (SIP)-based Voice over Internet Protocol (VoIP) products and services. deltatree provides private-label products, including Broadband Phone, PC-to-Phone, and Phone-to-Phone.	n/a	n/a	Level 3 services will support the growth of deltatree's Service Provider and Reseller VoIP offerings as well as iConnectHere, deltatree's retail VoIP service	01/26/2005	Domestic	Wholesale
Level 3	EarthLink	Communications Services	EarthLink offers a diverse range of high-quality, secure internet services	n/a	n/a	Contract expands upon existing contract to provide additional colocation services	08/02/2004	Domestic	Retail
Level 3	EarthLink	Communications Services	A national leader in providing internet access service	n/a	1.5	Contract extension, to provide wholesale dial-up services	02/02/2004	Domestic	Wholesale
Level 3	eBay	Miscellaneous Services	eBay is The World's Online Marketplace, enabling trade on a local, national and international basis. eBay offers an online platform where millions of items are traded each day	n/a	n/a	Contract to provide internet access services by using wholesale IP transit service	02/06/2003	Global	Retail
Level 3	France Telecom	Communications Services		n/a	Multi-year	Level 3 will become primary provider of lit broadband transport and colocation services in N. America	12/28/2004	Domestic	Wholesale
Level 3	HanseNet	Communications Services	HanseNet is one of the leading regional carriers in Germany	n/a	n/a	Contract to provide IP transit service, expands existing agreement	02/27/2003	Global*	Wholesale
Level 3	Hughes Network Systems	Communications Services	HNS is the world's leading provider of broadband satellite network solutions for businesses, governments, and consumers	n/a	n/a	Contract to provide interconnect services to public Internet for next generation satellite platform	09/09/2003	Global	Retail
Level 3	InTechnology	Communications Services	InTechnology plc, specialises in the design and distribution of data storage, data management and data security solutions	n/a	n/a	Provide Ethernet data networking/solutions	10/01/2003	Global	Wholesale
Level 3	IP Business Solutions-Queens-Long Island Medical Group, P.C.	Healthcare	IP Business Solutions is a communications company backboned with Level 3 service that provides businesses of all sizes the ability to out-task or completely out-source IT infrastructure programs and projects	n/a	n/a	Contract to consolidate networks, supplying Hosted IP Solution, high-speed data services, and metro-area private line services	08/23/2004	Domestic	Retail
Level 3	Lightyear Network Solutions	Communications Services	Lightyear is one of the country's fastest growing integrated communications enterprises offering converged communications services.	n/a	n/a	Contract to enable VoIP business and residential phone services	09/01/2004	Global	Wholesale
Level 3	Mesh Solutions	Communications Services	MESH-Solutions is already one of the largest providers of co-location and IP traffic for business people in Europe	n/a	n/a	Contract to provide colocation and IP transit services	03/31/2003	Global	Retail
Level 3	Moviefone	Miscellaneous Services	Moviefone posts movie schedules customized to the customer's location, and accessible by phone or online	n/a	n/a	Contract to supply wholesale voice services	06/23/2004	Domestic	Wholesale

Business Contracts Won by Competitive Carriers

CLEC	Company	Industry	Detailed Description	Value	Contract Duration (Years)	Other/Comments	Release Date	Domestic/Global	Wholesale/Retail
Level 3	mpX technology AG	Communications Services	mpX technology AG has established itself in the market as one of the leading providers of data compression, Internet/intranet, WLAN technology, structure and handling of technical infrastructure, platforms and network infrastructure and hardware within the range of multi-media based applications	n/a	n/a	Contract to provide colocation, private line, internet access to support delivery of multimedia services	03/13/2003	Global*	Wholesale
Level 3	Mzima Networks	Communications Services	California-based provider of network services to enterprise and Internet content providers	n/a	n/a	Contract to enhance Mzima Internet access services, lower bandwidth costs and increase Internet traffic efficiency	10/12/2004	Domestic	Wholesale
Level 3	Net2Phone	Communications Services	Net2Phone has established itself as a world leader in delivering voice services over data networks	n/a	n/a	Contract to enhance Net2Phone cable telephony solutions, Level 3 VoIP	05/03/2004	Global	Wholesale
Level 3	NetCologne	Communications Services	NetCologne operates a fibre optic city network of more than 2,000 km within Cologne, offering telecommunications services, fixed and data connections, as well as Internet services to more than 150,000 customers	n/a	n/a	Provide network services, private line, flex ethernet services	09/17/2003	Global	Wholesale
Level 3	New Global Telecom	Communications Services	Through its international brands NGT provides a wide range of telephony solutions to intl customers incl outsourced ntwrk management, net ops, VoIP, local/LD, integrated retail OSS, conferencing services, as well as training/support	n/a	Multi-year	Contract to provide VoIP origination and termination services, for wholesale business and residential phone services	10/19/2004	Domestic	Wholesale
Level 3	Northrop Grumman	Basic Materials/Capital Goods	Northrop Grumman Corporation is a global defense company and provides products, services and solutions in systems integration, defense electronics, IT, advanced aircraft, shipbuilding and space technology.	n/a	n/a	Contract to provide data network services, MPLS VPN service	10/12/2004	Domestic	Wholesale
Level 3	ntl	Communications Services	ntl is the UK and Ireland's largest cable operator and a leading provider of broadband and communications services.	n/a	n/a	Contract to support ntl's consumer and business broadband offerings.	10/06/2004	*Global	Retail
Level 3	OnInstant	Communications Services	OnInstant is a unique global business to business communication network, delivering a range of collaborative services, business networking opportunities and automated CRM systems, seamlessly linked to its Internet based phone network	n/a	n/a	Contract to provide VoIP, support peer-to-peer business voice offering	09/29/2004	Global	Wholesale
Level 3	PanAmSat	Communications Services	PanAmSat is the premier provider of global video and data broadcasting services via satellite	n/a	n/a	Contract to enable PanAmSat to optimize delivery of entertainment content and info to broadcasters	04/08/2004	Global	Wholesale
Level 3	PlusNet Technologies	Communications Services	PlusNet Technologies Ltd. is one of the largest ISPs in the UK	n/a	n/a	Contract to provide Internet access services by using wholesale IP transit service	04/10/2003	Global	Wholesale
Level 3	Reignmaker Communications	Communications Services	Reignmaker Communications is the world's first end-to-end communications provider enabling SME customers with comprehensive communication and technology services.	n/a	n/a	Contract for Reignmaker to resell Business service to nationwide SMB customers	10/19/2004	Domestic	Wholesale
Level 3	Skype	Communications Services	A leader in free global telephony, via next-generation peer to peer software	n/a	n/a	Contract to supply wholesale VoIP services, Level 3 IP-based voice termination service	07/23/2004	Domestic	Wholesale
Level 3	Sony Online Entertainment	Communications Services	Sony Online Entertainment Inc. is a worldwide leader in massively multiplayer online gaming that creates, develops and provides online entertainment for PC, console, wireless and online markets	n/a	n/a	Contract to provide network services to support online gaming, WAN service, ATM and Frame Relay access	03/26/2003	Global	Retail
Level 3	State of Michigan, Universities	Education/Research		n/a	n/a	Contract to create high-performance network to support advanced collaborative research	08/30/2004	Domestic	Retail
Level 3	Supercomputing Conference 2003	Communications Services	The annual Supercomputing Conference is the world's leading conference on high performance computing, networking and storage	n/a	n/a	Contract to provide 3 separate 10-gigabit wavelength circuits for 30b+ bits/s of bandwidth, week-long event	11/17/2003	Domestic	Wholesale
Level 3	Teliris	Communications Services	TELIRIS is a provider of videoconferencing technology which it designs and installs.	n/a	n/a	Contract to provide MPLS-based data networking	04/28/2004	Global	Wholesale
Level 3	Tiscali International Network	Communications Services	Tiscali International Network is a pan-European subsidiary of Tiscali S.p.A, focusing on delivering leading-edge Clear Channel, Voice and IP-based turnkey solutions to carriers, xSPs and multinational corporations	n/a	n/a	Contract to supply optical wavelength services	06/30/2004	Domestic	Wholesale
Level 3	United Online	Communications Services	United Online, Inc. is a leading provider of consumer Internet subscription services through a number of brands	Multi-million	Multi-year	Extends and expands existing contract to provide dial-up services	10/31/2003	Domestic	Wholesale

Business Contracts Won by Competitive Carriers

CLEC	Company	Industry	Detailed Description	Value	Contract Duration (Years)	Other/Comments	Release Date	Domestic/Global	Wholesale/Retail
Level 3	Verizon	Communications Services	Verizon is one of the world's leading providers of communications services	n/a	Multi-year	Contract through acquisition of Genuity, to provide range of services incl transport/IP	02/04/2005	Domestic	Wholesale
Level 3	Euronext	Financial Services	Euronext.liffe is one of the largest exchanges for equities, bonds, derivatives and commodities in Europe	n/a	n/a	Contract to provide network services: private line, colocation, metropolitan dark fiber services	04/29/2003	Global*	Retail
Level 3	Florida LambdaRail	Education/Research	Florida LambdaRail is a consortium of nine public and private Florida Universities	Multi-million	Multi-year	Contract to provide (3) Link Dark Fiber and (3)Center Colocation services as well as high-speed Internet access	10/13/2004	Domestic	Retail
Level 3	Internet2- National Research and Education Fiber Company	Communications Services	National Research and Education Fiber Company (Fiberco) is a new organization established by Internet2 to purchase and distribute fiber-optic assets to regional advanced networking organizations and research universities throughout the U.S.	Multi-million	Multi-year	Contract to supply intercity dark fiber services	05/08/2003	Domestic	Wholesale
Level 3	Pac-West Telecomm Partners	Communications Services	Pac-West Telecomm, Inc. is one of the largest competitive local exchange carriers headquartered in California	n/a	n/a	Contract to enhance Pac-West voice solutions, part of Level 3 Partner Program	05/05/2004	Domestic	Wholesale
LightCore	Missouri Research and Education Network	Education/Research	Network connecting university, high schools, etc. throughout the state of Missouri	\$3,300,000	3.0	Contract to provide high-speed backbone data services in St. Louis, Kansas City, Columbia, Jefferson City, and Springfield	12/10/2003	Domestic	Retail
Lightship Telecom	Town Council of Pittsfield, ME	Government		\$13,267	n/a	Local telephone service contract	06/02/2004	Domestic	Retail
Lockheed Martin	Centers for Disease Control	Government		\$465,000,000	7.0	Contract to provide enterprise-wide IT solutions and services to the CDC, incl application development and related IT support services; contract is valued at up to \$465M	10/30/2003	Domestic	Retail
Lockheed Martin	Defense Advanced Research Project Agency	Government		\$15,000,000	n/a	Contract to develop and demonstrate a prototype network that combines the speeds of laser based communications with the dependability of radio frequency communication to support the military's information sharing needs	07/19/2004	Domestic	Retail
Lockheed Martin	Department of Veterans Affairs	Government		\$3,000,000,000	8.0	Lockheed was one of ten companies selected to share in contracts worth up to \$3 billion to provide IT products and services to all federal agencies through the VA Global IT Support Services (VA GITSS) program	11/06/2003	Domestic	Retail
Lockheed Martin	Environmental Protection Agency	Government		\$18,000,000	1.0	1 year contract with four extension options (18M is first year only); contract to assist the EPA with development of the government wide portal and automated tools for E-Rulemaking initiative the EPA is leading	10/09/2003	Domestic	Retail
Lockheed Martin	EPA	Government		\$700,000,000	9.0	Contract to provide systems development in the areas of application security, IT architectural support, training, data management, statistical services, geographic information systems, etc.	01/15/2004	Domestic	Retail
Lockheed Martin	FBI	Government		\$140,000,000	5.0	Contract to assist in the development of the FBI's Technology Infusion Program, incl development of an enterprise wide security architecture for its computers and networks	08/27/2003	Domestic	Retail
Lockheed Martin	GSA Federal Systems Integration and Management Center	Government		\$87,000,000	4.0	Contract to provide DOD with enterprise-wide IT support for the US Central Command in the US and overseas	10/14/2004	Global	Retail
Lockheed Martin	Joint Strike Fighter Program	Government		\$2,000,000	3.0	Contract to provide a secure computer network to support the Euronet Joint Strike Fighter program, allowing companies in the UK and Europe to share information simultaneously	03/31/2003	Global	Retail
Lockheed Martin	NASA	Government		\$108,800,000	3.0	Contract for desktop, server and telephone outsourcing services for NASA's four Aerospace Technology Enterprise centers	05/04/2004	Domestic	Retail
Lockheed Martin	National Archives and Records Administration	Government		\$10,000,000	n/a	Money awarded to two companies to compete to design a permanent archives system to preserve and manage electronic records created by the federal government	08/03/2004	Domestic	Retail
Lockheed Martin	US Air Force	Government		\$600,000,000	10.0	Contract is 1 year with 9 one year options valued at up to \$600M to provide the Air Force with managed services and classified voice, video, and data assistance. In addition, Lockheed will provide call center operations, enterprise IT management, VIP requirements, program management and engineering and information assurance	11/25/2003	Domestic	Retail