

Business Contracts Won by Competitive Carriers

CLEC	Company	Industry	Detailed Description	Value	Contract Duration (Years)	Other/Comments	Release Date	Domestic/Global	Wholesale/Retail
Lockheed Martin	US Air Force	Government		\$9,000,000,000	n/a	Lockheed-led team was selected to share in projects valued at \$9 billion to provide the Air Force with infrastructure IT products, solutions and services that will enable net-centric operations for the Air Forces NETCENTS program. Teammates include SBC, IBM, Qwest, Sprint, and Lucent.	09/10/2004	Global	Retail
Lockheed Martin	US Postal Service	Government		\$3,000,000,000	6.0	6 year contract with four 3 year options (total value of up to \$3B) to provide managed network services across the entire USPS enterprise (more than 37k locations), including data, voice, video, wireless and managed security.	10/04/2004	Global	Retail
Looking Glass Networks	CANARIE	Nonprofit	CANARIE is a nonprofit corp that facilitates the development and use of next-generation research networks and apps and services that run on them	n/a	n/a	Contract to provide dark fiber services to support CANARIE networks	11/19/2004	Domestic	Retail
Looking Glass Networks	Committee on Institutional Cooperation	Education/Research	Group of 12 Midwestern research universities	n/a	n/a	Contract to purchase connected rings of dark fiber in downtown Chicago	09/21/2004	Domestic	Retail
Looking Glass Networks	Discovery Communications	Media	Discovery Communications is the leading global real-world media and entertainment company	n/a	n/a	Contract to design and build a private dedicated fiber network	02/08/2005	Domestic	Retail
Looking Glass Networks	Grande Communications	Communications Services	Grande delivers high-speed Internet, local and long-distance telephone and cable television services over its own advanced broadband network to communities in Texas.	n/a	n/a	Contract to provide lit bandwidth for Dallas, Houston, LA networks	04/10/2003	Domestic	Wholesale
Looking Glass Networks	ServePath	Technology	ServePath is the West Coast's leading Dedicated Server Specialist, and provides dedicated hosting solutions to thousands of companies worldwide.	n/a	n/a	Contract to provide lit bandwidth services for ServePath's key Telecom Center SF location	03/09/2004	Global	Wholesale
Looking Glass Networks	University of Washington	Education/Research		n/a	n/a	Contract to provide dark fiber services to support research and education in conjunction with leading-edge high-bandwidth networking initiatives	10/21/2004	Domestic	Retail
Looking Glass Networks	Verizon	Communications Services		n/a	n/a	Contract to provide dark fiber for locations in three large US metro markets	09/03/2003	Domestic	Wholesale
MCI	AAA Auto Club	Travel/Hospitality/Restaurants	As the nation's largest motoring and leisure travel organization, founded in 1902, AAA provides its members in the U.S. and Canada with travel, insurance, financial and automotive-related services.	\$12,000,000	n/a	Multi-year agreement to deliver Private IP, MCI Advantage, Video and Net Conferencing, Internet, DSL and Managed Network Services; AAA Auto Club South has contracted with MCI for the past 2 years for similar services.	10/25/2004	Domestic	Retail
MCI	Airbus SAS	Basic Materials/Capital Goods	Largest manufacturer of commercial airliners in the world with 55,000 employees. Based in France with offices worldwide.	n/a	n/a	Introduces a range of mobile internet access services, including traditional PSTN/ISDN technologies and mobile technologies such as GSM and GPRS, hot-spot services such as WiFi, as well as broadband, including DSL and LAN-to-LAN connectivity; expands existing contract	12/16/2004	Global*	Retail
MCI	AllState Corp.	Financial Services	The Allstate Corporation is the nation's largest publicly held personal lines insurer. It has about 40,000 employees and \$134 billion in assets	Multi-million	n/a	Agreement to be the primary provider of voice and contact center network services through 2007 over MCI's IP VPN network; extends existing contract	10/22/2003	Domestic	Retail
MCI	Bill Heard Enterprises	Automotive	The world's largest Chevy dealership with locations in 7 mostly southern states. On the Forbes 500 list and has had annual sales of more than \$1 billion since 1995.	n/a	3.0	Contract to provide dedicated internet, frame relay and voice services to 18 locations in seven states	03/09/2005	Domestic	Retail
MCI	Boise Cascade	Basic Materials/Capital Goods	Boise delivers office, building, and paper solutions with 23,000 employees	\$16,000,000	3.0	Contract for networking, call center, and conferencing services deploying a 180-site frame-relay network and an ATM network linking all 6 of the company's call centers that will also add advanced call routing services.	12/02/2003	Domestic	Retail
MCI	CODA	Technology	Global software provider of ledger accounting systems and financial analysis tools for performance management. Based in the UK 1979, it has 550 employees and serves over 2,500 medium and large user organizations.	n/a	n/a	Contract to provide the financial systems specialist, with a fully-managed international Private IP solution (MPLS IP VPN); extends an existing contract	08/12/2004	Global	Retail
MCI	Commonwealth of Massachusetts	Government	The state has a population of more than 6 million and a government budget over \$25 billion.	n/a	n/a	MCI was selected as an authorized provider for network, hosting and data center services. Under terms of the contract, MCI will be eligible to provide services to state, local and regional government organizations, schools and hospitals throughout the commonwealth	04/22/2004	Domestic	Retail
MCI	Commonwealth of Virginia	Government	The state of Virginia has a population of more than 7 million and its government's numerous state and local agencies and academic institutions are going to be linked via the advanced COVANET network.	\$250,000,000	4.0	Contract with up to 6 1-year extensions will provide converged voice, data and internet communications over a single network to numerous state agencies as well as academic institutions	11/19/2003	Domestic	Retail

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31

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MCI	CSX Technologies, Inc. (sub. Of CSX Transportation)	Transportation/Shipping	CSX Corporation, based in FL, owns the largest rail network in the eastern United States.	n/a	n/a	Contract to provide satellite services at railroad remote operating locations across the eastern U.S.	01/28/2004	Domestic	Retail
MCI	Daimler Chrysler	Automotive	DaimlerChrysler is one of the world's leading automotive companies, including both passenger and commercial vehicle brands (Mercedes-Benz, Chrysler, Jeep, and Dodge).	n/a	n/a	Agreement to upgrade and continue to manage the company's NAFTA and EMEA networks using various technologies; extends an existing 15 yr. Contract.	02/04/2004	Global	Retail
MCI	George Jensen	Consumer Goods	Jewelry and design company founded in Denmark in 1904, Georg Jensen now has over 100 stores in 13 countries.	n/a	n/a	Contract to provide a blend of fixed line and remote dial access connections using a MPLS VPN solution	09/22/2004	Global	Retail
MCI	HP	Technology	One of the largest computer hardware makers in the world, ranging from consumer notebooks and desktops to printers to enterprise market servers.	\$125,000,000	5.0	Agreement with HP to deliver advanced communications services, including secure Internet remote access services, enhanced contact center services and SkyTel wireless; expands existing contract	07/14/2004	Global	Retail
MCI	IFS AB	Technology	IFS develops and supplies component-based business applications for medium and large enterprises. It has sales in 45 countries, more than 350,000 users worldwide, and is listed on the Stockholm Stock Exchange.	n/a	n/a	Agreement to provide a converged voice and data network through a IP VPN solution.	06/07/2004	Global	Retail
MCI	Nantucket Airport	Government	Nantucket Memorial Airport is the second busiest airport in Massachusetts with more than 500,000 passengers using it annually.	n/a	n/a	Implemented a fiber network with Nantucket Electric and NEES Communications between Nantucket Airport air traffic control and the Otis-Falmouth Terminal Route Approach Control (TRACON) facility to allow the airport to remain active during inclement weather	11/01/2004	Domestic	Retail
MCI	National Oceanographic and Oceanic Administration	Government	The NOAA is the government agency responsible for studying and protecting the country's vital air and water resources.	n/a	7.0	Contract to provide the NOAA with highspeed satellite data communications to more than 90 locations worldwide.	05/20/2003	Global	Retail
MCI	Nortek	Basic Materials/Capital Goods	Nortek is a leading international manufacturer and distributor of building, remodeling and indoor environmental control products for the residential and commercial markets.	n/a	n/a	Contract adds conferencing services to the IP VPN network previously contracted to MCI by the company; extends existing contract	10/27/2003	Domestic	Retail
MCI	Reader's Digest Association, Inc.	Media	The Reader's Digest Association, Inc. is a global publisher and direct marketer of the Reader's Digest Magazine and many others.	n/a	n/a	Provides a converged global communications solution that includes frame relay, ATM and Internet connections that provide the platform for Reader's Digest's corporate communications network.	01/27/2003	Domestic	Retail
MCI	Saks Inc.	Consumer Goods	Operates approximately 300 department stores under various names throughout the country including Saks Fifth Ave.	n/a	3.0	Contract to provide internet, voice and data services that will link the company's headquarters with 250 retail locations as well as mobile employees; expands existing contract	11/08/2004	Domestic	Retail
MCI	Securities Industry Association	Business Services	600 member lobbying and professional organization for securities firms. Offices in New York and D.C.	n/a	n/a	Agreement to provide it's more than 600 members with a range of Internet related services, including managed hosting, Internet access, security, Private IP, video and Net Conferencing solutions	01/25/2005	Domestic	Retail
MCI	Select Comfort	Consumer Goods	Select Comfort is a leading bed retailer, and holds 26 U.S. patents. It's products are sold through it's 327 retail stores located nationwide.	n/a	n/a	Select Comfort will use MCI Advantage to consolidate systems and converge local, long distance and Internet access over a single IP connection to join the company's headquarters to its retail locations; extends an existing contract.	06/17/2003	Domestic	Retail
MCI	Sony Online Entertainment	Communications Services	Sony Online Entertainment is a worldwide leader in multiplayer online games, with over 500,000 subscribers around the globe.	n/a	n/a	Contract to deliver dedicated, high-speed Internet connectivity to support the company's online gaming services through MCI's global IP backbone, extends existing contract	11/05/2003	Domestic	Retail
MCI	The Weather Channel	Media	A leading provider in weather news and information, both through its cable television network and online at weather.com .	Multi-million	n/a	WorldCom will provide The Weather Channel with Internet colocation services for weather.com	04/02/2003	Domestic	Retail
MCI	Unitrin Services Co.	Financial Services	Unitrin provides property and casualty insurance, life and health insurance, and consumer financing. The Chicago company has over \$7.5 billion in assets and employs nearly 9,000 associates.	Multi-million	Multi-year	Contract to deliver a range of voice, data and conferencing services for the company and its affiliates; extends an existing contract	03/19/2003	Domestic	Retail
MCI	Volvo IT (For Volvo Group)	Automotive	The Volvo Group is one of the world's leading manufacturers of trucks, buses and construction equipment, drive systems for marine and industrial applications, aerospace components and services.	n/a	2.0	Contract where MCI provides managed IP remote access services to 32,000 Volvo Group employees to enable access to corporate resources and the Internet in more than 150 countries via dial-up and WiFi	06/22/2004	Global*	Retail
MCI	Wacker Chemie GmbH	Conglomerates	Wacker is a globally active company with a mix of chemical and semiconductor operations, among others. It posted sales of around EUR 2.5 billion and employs 15,600 people at 22 sites in Europe, the Americas and Asia.	Multi-million	Multi-year	Agreement to design, build and nd fully manage a new global VPN network for Wacker to carry data and voice traffic among 70 facilities located on four continents	04/24/2003	Global	Retail

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MCI	West Marine	Consumer Goods	Nation's largest specialty retailer of boating supplies and apparel, with more than 355 stores in 38 states.	n/a	3.0	Agreement to deliver managed DSL and voice services to the company's 355 retail stores and Internet as well as catalog sales support systems.	09/14/2004	Domestic	Retail
McLeodUSA	D.O.C. Optics	Miscellaneous Services	D.O.C. Optics is the ninth largest retail optical chain in the country.	n/a	Multi-year	Contract to provide local, long distance, and data services to 105 locations.	09/27/2004	Domestic	Retail
McLeodUSA	General Motors Dealer Equipment	Automotive	General Motors Dealer Equipment reviews and partners with vendors to provide GM dealerships with Internet, network integration and certified GM technology products.	n/a	n/a	General Motors approved McLeodUSA to provide data services for General Motors dealers across the country with a GMDE.net certification.	06/16/2003	Domestic	Retail
McLeodUSA	Kmart	Consumer Non-Cyclical	Kmart is a mass merchandising company that serves America through Kmart and Kmart SuperCenter retail outlets.	n/a	n/a	Agreement to be the primary local telecommunications services provider to 176 Kmart locations, including 2 distribution centers, in 14 Midwestern and Western states.	08/11/2003	Domestic	Retail
McLeodUSA	MCI	Communications Services		n/a	3.0	Agreement with MCI to use McLeodUSA's facilities to provide their local residential telephone service.	12/16/2004	Domestic	Wholesale
McLeodUSA	Regis Hair Salons (American Business Communications serves as the telecommunications management consultant for Regis.	Miscellaneous Services	Regis Hair Salons is one of the country's largest hair care retailers. (American Business Communication is one of the leading full-service telecommunications management firms in the U.S.)	n/a	Multi-year	Selected by American Business Communication to add local service to the multi-service agreement it signed in 2003 with Regis Hair Salons. McLeodUSA is now providing local and long distance services across it's the salon's 25-state footprint.	09/15/2004	Domestic	Retail
McLeodUSA	State of Iowa	Government		\$5,000,000	5.0	Agreement to extend the contract for maintenance of the Iowa Communications Network (ICN).	01/03/2005	Domestic	Retail
McLeodUSA	Walgreen Co.	Consumer Non-Cyclical	Walgreen Co. is the nation's largest drugstore chain, with fiscal 2002 sales of \$28.7 billion. The company operates more than 4,000 stores in 43 states and Puerto Rico.	n/a	n/a	Agreement with Walgreens to be the primary local telecommunications services provider to 538 Walgreens stores, with nearly 5,000 business lines, in McLeodUSA's 25-state footprint.	04/28/2003	Domestic	Retail
Mpower	Extra Space Storage	Miscellaneous Services	Extra Space Storage is a nationwide, state-of-the-art self-storage company.	n/a	n/a	Contract to provide integrated voice and data services.	11/24/2003	Domestic	Retail
Mpower	Mancha Development Corporation	Travel/Hospitality/Restaurants	The Mancha Development Corporation, owned by Vince Eupierre, is based in Southern California and owns and operates Burger King, CoCo's Restaurant, and Denny's Restaurant franchise locations in California and Nevada.	n/a	n/a	Contract to be communications provider for 30 franchises in Southern California.	09/02/2003	Domestic	Retail
Mpower	Papa John's Pizza	Travel/Hospitality/Restaurants		n/a	n/a	Contract to be communications provider for 20 franchises in Las Vegas.	08/27/2003	Domestic	Retail
Mpower	St. Rose Hospital	Healthcare	St. Rose Hospital is an acute, general, not-for-profit, 175-bed facility serving the needs of the diverse cultural and ethnic population of southern Alameda County and its environs.	n/a	n/a	Contract to be exclusive provider of voice and data communications services.	09/29/2003	Domestic	Retail
Mpower	Tierzero	Communications Services	Tierzero is a regional Internet Service Provider specializing in T1, T3 and Colocation services for businesses in Southern California.	\$3,300,000	2.5	Contract to provide turnkey private line network, dedicated OC-48 fiber ring to deliver high quality and high-speed T1 Internet access.	01/05/2005	Domestic	Retail
Mpower	United Oil	Energy/Natural Resources/Utilities	United Oil owns and operates a portfolio of gas stations throughout Southern California.	n/a	3.0	Contract to provide Internet connectivity and dedicated IP.	12/06/2004	Domestic	Retail
Mpower	Vital Imaging Medical Diagnostic Center	Healthcare	Vital Imaging is the leading independent medical diagnostic and wellness company in the United States providing full body scanning.	n/a	n/a	Contract to provide integrated broadband communications services.	11/17/2003	Domestic	Retail
NEESCom/ Gridcom	Access Northeast and ColoSpace	Technology	Network service provider offering Enhanced Internet, Private WAN, Hosting, and Managed Collocation Solutions and leading provider of Collocation, Dedicated Server Hosting, and Managed Services in the Northeast United States.	n/a	n/a	The two companies rented space in NEESCom's 40,000-square-foot Marlborough collocation facility to connect their customer's via their high-bandwidth fiber network.	06/20/2003	Domestic	Wholesale
New Edge Networks	4Real Ventures	Travel/Hospitality/Restaurants	4Real Ventures LLC owns nine Wendy's restaurant franchises in Sponsdale and Tempe, AZ.	n/a	n/a	Contract to install secure, private WAN linking locations with headquarters.	08/04/2004	Domestic	Retail
New Edge Networks	Anna's Linens	Consumer Goods	Anna's Linens is a 122-store bedding, bath, and windows treatments chain.	n/a	n/a	Contract to create multi-site network to use combination of ATM, Frame Relay, and DSL connections to create managed private network.	03/09/2004	Domestic	Retail
New Edge Networks	AT Systems International Inc.	Business Services	AT Systems International is the third largest armored transportation and cash management company in the US.	\$6,500,000	3.0	Contract to provide high-speed blended data network, based on ATM, Frame Relay, DSL technologies.	07/21/2004	Domestic	Retail
New Edge Networks	Chockstone	Business Services	Chockstone operates card-based programs for national retailers seeking to differentiate their gift card programs.	n/a	n/a	Contract to establish interconnection agreement, extend broadband network capability and electronic card-based programs to multi-unit restaurant.	03/09/2005	Domestic	Retail
New Edge Networks	ICON Health and Fitness Inc.	Consumer Goods	ICON Health and Fitness Inc is the world's largest manufacturer and marketer of fitness equipment.	n/a	n/a	Completed installation of a private national data communications network, private Frame Relay.	02/11/2003	Domestic	Retail
New Edge Networks	LodgeNet	Communications Services	LodgeNet Entertainment Corp is the world's largest provider of broadband interactive television services to the hospitality industry.	n/a	n/a	Contract to install and maintain high-speed broadband connections at LodgeNet affiliate hotels within small and midsize cities nationally.	04/08/2003	Domestic	Retail

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Attachment 6

C.L.E.C.	Company	Industry	Detailed Description	Value	Contract Duration (Years)	Other/Comments	Release Date	Domestic/Global	Wholesale/Retail
New Edge Networks	Lynk Systems, Inc.	Communications Services	Lynk is a single-source, full-service provider of electronic payment processing services.	n/a	n/a	Contract to provide national broadband DSL access for multi-location networks	01/17/2005	Domestic	Retail
New Edge Networks	MCI	Communications Services		n/a	n/a	Expands upon existing agreement, to deliver added DSL services to MCI business customers nationwide, triples MCI DSL bandwidth.	06/07/2004	Domestic	Retail
New Edge Networks	Metromedia Restaurant Group	Travel/Hospitality/Restaurants	Metromedia is one of the world's leading multi-concept table-service restaurant groups.	\$1,800,000	n/a	Contract to build private nationwide network, linking 315 restaurants	01/18/2005	Domestic	Retail
New Edge Networks	Netlife	Communications Services	Netlife is a leading provider of flexible IP VPN solutions.	n/a	n/a	Contract to provide DSL, frame relay access over IP VPN	09/30/2003	Domestic	Wholesale
New Edge Networks	Paymentch	Financial Services	Paymentch, L.P. processes more payment transactions than any other company in North America - and more than half of all Internet transactions - for retailers accepting U.S. and international payments	n/a	n/a	Contract to establish interconnection agreement, create and maintain redundant high-speed connections directly to Paymentch for secure card transactions over a private network	03/13/2005	Domestic	Retail
New Edge Networks	SAVVIS	Communications Services	SAVVIS Communications is a leading Managed Services Provider that delivers private IP VPNs (virtual private networks), hosting, IP voice and application services to businesses.	n/a	n/a	Contract to provide SAVVIS broadband DSL reach into 1600+ telephone co central office locations	11/19/2003	Domestic	Wholesale
New Edge Networks	Sharno	Travel/Hospitality/Restaurants	Sharno is the largest dining-center-based Italian restaurant chain in the world.	n/a	n/a	Contract to deploy high-speed data networks based on DSL technology; network management as well.	01/18/2005	Domestic	Retail
New Edge Networks	SpaceNet	Communications Services	SpaceNet provides two-way satellite-based broadband networking solutions throughout North America under the Connectstar brand.	n/a	n/a	Agreement to enable satellite service provider to expand broadband network offerings (see 3/09/04 release)	11/08/2004	Domestic	Wholesale
New Edge Networks	T-Systems North America	Communications Services	T-Systems provides single-source IT and telecommunications solutions for Global 2000 corporations.	n/a	n/a	Contract to provide nationwide frame relay over DSL and xDSL broadband access services	02/05/2005	Domestic	Wholesale
New Edge Networks	Winstar Government Solutions	Communications Services	Winstar Government Solutions offers highly reliable fixed wireless services and secure broadband communications including voice, video, data and Internet.	n/a	n/a	Contract to migrate Winstar customers frame relay, ATM, and private line data services	06/24/2004	Domestic	Retail
NTT/Verio	24/7 Real Media, Inc.	Technology	The New York-based company offers products and services to online marketers, including Internet ad serving, Web analytics, search engine optimization, online media representation and integrated transactions solutions.	n/a	n/a	Verio will deliver dedicated network services, hosting infrastructure solutions and security to 24/7 Real Media.	12/10/2003	Domestic	Retail
NTT/Verio	Artificial Entertainment	Technology	Worldwide provider of interactive entertainment content, media, delivery and technology.	n/a	n/a	Verio will manage a new massive multiplayer, online gaming (MMOG) hosting environment for Artificial Entertainment.	11/12/2003	Domestic	Retail
NTT/Verio	Department of Defense (Guam and Japan)	Government	U.S. government agency responsible for military affairs.	\$16,600,000	10.0	NTT is part of a consortium of companies, including Sprint, Tyco, Japan Telecom, KDDI, and GTA that will provide the military wire services in Japan and between Japan and Guam.	03/25/2005	Global	Retail
NTT/Verio	Inter Telecom Systems	Technology	QSS product vendor for fixed, mobile and next-generation networks (i.e., WLAN, 3G and IP)	n/a	n/a	NTT America will manage Archer Global IP-VPN (MPLS) service to support Inter's global network across Canada, Europe and Asia-Pacific while working with SBC companies. Inter will also utilize NTT America's collocation facilities in the U.S. to secure their networking equipment.	02/08/2005	Global	Wholesale
NTT/Verio	Juniper Networks	Communications Services	Provider of managed IP network services.	n/a	Multi-year	Contract to provide network collocation and related services. The contract calls for Juniper to house its primary network at Verio's data center in San Jose, California.	05/20/2003	Domestic	Retail
NTT/Verio	Op4	Technology	Software solutions provider for financial markets. The company is privately held and has offices in Berkeley, CA and Chicago, IL.	n/a	n/a	Contract to manage a complete range of NTT/Verio enterprise hosting solutions. Verio will support Op4's Web-based platform with managed network, security, storage, monitoring and application solutions.	07/27/2004	Domestic	Retail
NTT/Verio	U.S. Law Library of Congress (via GSA)	Government	Provider of research and legal information to Congress, the federal courts and executive branch agencies and to offer reference services to the public.	\$5,700,000	n/a	Verio will host the Global Legal Information Network (GLIN), which will contain a multilingual database of laws, judicial decisions, legal writings and legislative records from countries around the globe. Part of a larger contract awarded to Advanced Technology Systems, Inc. (ATS).	08/01/2004	Domestic	Retail
NAVox	Doctors Hospital	Healthcare		n/a	n/a	Contract to provide local phone service	02/17/2004	Domestic	Retail
NAVox	Fort Jackson	Government		n/a	5.0	Contract to provide voice services	11/03/2004	Domestic	Retail
NAVox	Georgia National Guard	Government		n/a	5.0	Contract to provide voice services (NewSouth contract, MCI-merged)	11/18/2003	Domestic	Retail
NAVox	Robins Air Force Base	Government		n/a	n/a	Contract to provide telecom services	09/29/2004	Domestic	Retail
NAVox	Some Automotive	Automotive		n/a	n/a	Contract to provide local phone services to 45 franchise locations	07/28/2003	Domestic	Retail

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OnFiber Comms.	MegaPath Networks Inc.	Technology	MegaPath Networks Inc. is a leading provider of secure access and managed network solutions	n/a	n/a		01/21/2004	Domestic	Retail
OnFiber Comms.	Northwest Corporate Credit Union	Financial Services		n/a	n/a	Contract to provide network for transfer of high bandwidth image files, connect data center to various nationwide locations	01/20/2005	Domestic	Retail
OnFiber Comms.	Oregon Health and Science University	Education/Research		n/a	n/a	Contract to provide optical network to connect metropolitan facilities	01/20/2005	Domestic	Retail
OnFiber Comms.	Shutterfly	Miscellaneous Services	Shutterfly is a leading independent photo service	n/a	n/a	Contract to upgrade network to provide bandwidth to meet seasonal bandwidth requirements	12/16/2003	Domestic	Retail
Pac-West	CallWave	Communications Services	CallWave is a leading provider of VoIP applications	n/a	n/a	Contract to provide PSTN On Ramp Service, including CA local access numbers	01/11/2005	Domestic	Wholesale
Pac-West	Keller Williams Realty International (KWRI)	Business Services	International real estate company with more than 282 offices located across the U.S. and Canada	n/a	n/a	The company will deploy the Semient Group's managed-IP voice and data services over Pac-West network infrastructure.	01/06/2004	Domestic	Retail
Pacnet	Bellevue Communications	Business Services	Bellevue Communications Group specializes in crisis communications, issue management, and press relations for a variety of private sector client.	n/a	n/a	Contract to provide unicast services	09/29/2003	Domestic	Retail
Pacnet	Choice Hotels International	Travel/Hospitality/Restaurants		n/a	n/a	Contract to provide integrated offering of local, LD, toll-free services	10/19/2004	Domestic	Retail
Pacnet	DePaul University	Education/Research		n/a	n/a	Contract to provide telecom services for admin and students	01/06/2003	Domestic	Retail
Pacnet	Florida Association of Community Health Centers	Healthcare		n/a	n/a	Contract to enhance PAETEC as provider of choice for local, LD, high-speed Internet access services	05/20/2004	Domestic	Retail
Pacnet	LA Hotel and Lodging Association	Travel/Hospitality/Restaurants		n/a	n/a	Contract to enhance PAETEC as exclusive provider to members	02/18/2004	Domestic	Retail
Pacnet	Manufacturing Jewlers & Suppliers of America	Consumer Goods		n/a	n/a	Contract to enhance PAETEC as exclusive provider to members	01/25/2005	Domestic	Retail
Pacnet	Miami-Dade County, FL	Government		n/a	n/a	Contract to provide LD service to Miami-Dade County	02/03/2005	Domestic	Retail
Progress Telecom	Atlantic Net	Technology	Internet service provider offering high-speed Internet access, Web services, telecommunications and dial-up.	n/a	n/a	Atlantic Net has purchased Progress Telecom's new Fast Ethernet service	08/26/2003	Domestic	Wholesale
Progress Telecom	Blue Cross and Blue Shield of North Carolina (BCBSNC)	Healthcare	Private health care provider that serves 2.9 million people in North Carolina.	n/a	n/a	Contract to provide bandwidth and data storage connectivity between the company's data center, Customer Service Center, and corporate headquarters in the Triangle area of North Carolina.	02/07/2003	Domestic	Retail
Qwest	Argonne National Laboratory	Government	Argonne National Laboratory is one of the U.S. Department of Energy's largest research centers	n/a	n/a	Contract to provide backbone capacity, site construction, engineering services and dense wavelength division multiplexing equipment	10/21/2003	Domestic	Retail
Qwest	Bergan Mercy, Immanuel, Merck, Midlands Hospitals	Healthcare	Four Alegent Health hospitals in the Omaha metro area	Multi-million	Multi-year	2 multi-year contracts to provide one gigabit connection to the 4 hospitals, connecting back to primary Alegent Health data center	03/04/2003	Domestic	Retail
Qwest	Burlington Coat Factory	Consumer Goods		\$6,000,000	3.0	Expands upon existing agreement, provides advanced communications services to 350 nationwide locations	06/08/2004	Domestic	Retail
Qwest	CaseCentral	Business Services	CaseCentral is a market-leading provider of electronic discovery services and online document hosting for the legal industry.	\$1,000,000	Multi-year	Multi-year contract to provide managed Web hosting services	06/05/2003	Domestic	Retail
Qwest	Chicago Symphony Orchestra	Miscellaneous Services	Chicago Symphony Orchestra Association website	n/a	n/a	Contract to provide web hosting services	11/24/2003	Domestic	Retail
Qwest	City of Denver, CO	Government		\$10,000,000	3.0	Contract to be exclusive provider of voice/data services, high-speed broadband services	12/06/2004	Domestic	Retail
Qwest	City of Missoula, Mont.	Government		n/a	n/a	Contract to provide WAN solution for controlling unwanted spam and viruses	11/17/2004	Domestic	Retail
Qwest	Convergia	Communications Services		Multi-million	Multi-year	Expands upon existing contract to provide dedicated Internet access to multiple global locations	01/22/2004	Domestic	Retail
Qwest	Crate and Barrel	Consumer Goods	Crate and Barrel and one of the largest home-furnishing retailers in the country	n/a	Multi-year	Contract to provide advanced data communication to dozen of locations, providing frame relay services	03/12/2003	Domestic	Retail
Qwest	Davis County Schools, Utah, USA	Education/Research		Multi-million	Multi-year	Expands existing contract, to provide dedicated Internet access services	02/09/2004	Domestic	Retail
Qwest	Denver Health (Westwood Clinic)	Healthcare	The Westwood Clinic was created to serve members of the Denver community needing primary health care, including the disenfranchised and underserved	n/a	n/a	Contract to provide voice and data services	05/01/2003	Domestic	Retail
Qwest	Department of Energy	Government		Multi-million	5.0	Contract to expand network connectivity in support of Energy Sciences Network, through fully managed 20 Gbps metro-area network	03/10/2005	Domestic	Retail
Qwest	Department of Energy	Government	Enet	\$30,000,000	7.0	Contract extension, begun in 1999, originally \$10M, now extended, has grown to potential value of \$87.5M	10/26/2004	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
Qwest	Department of Energy	Government	Concerning upgrade of Department of Energy's Energy Sciences Network	n/a	n/a	Contract extension to upgrade portions of backbone by offering fully managed, all-optical, high-capacity, economical private line services	03/25/2003	Domestic	Retail
Qwest	Department of Labor	Government	General Services Administration's Federal Technology Services	n/a	n/a	Contract to provide diverse, high-speed network, capable of basic transport and managed transport security, under Multi-Tiered Security Profile (Tier 1: dedicated Internet access, private line, ATM, frame relay and NVPN; Tier 2: managed packet filter routing, managed security services)	08/20/2003	Domestic	Retail
Qwest	Dictaphone	Technology	Dictaphone is a leader in voice recognition, dictation and medical transcription software	n/a	n/a	Contract to provide call center support services, expands upon existing contract	01/12/2004	Domestic	Retail
Qwest	Fanball.com	Miscellaneous Services		n/a	n/a	Contract to provide managed Web hosting services	04/29/2004	Domestic	Retail
Qwest	General Services Administration (GSA)	Government	Part of GSA's Federal Technology Service's Long Distance Crossover program	n/a	n/a	Contract to provide multi-tiered security profile services, including high-speed data with integrated security services	04/01/2003	Domestic	Retail
Qwest	Grubb & Ellis	Miscellaneous Services	Grubb & Ellis is one of the world's leading providers of integrated real estate services	n/a	Multi-year	Multi-year contract to provide VPN connections and managed network services, replacing frame relay network	04/24/2003	Domestic	Retail
Qwest	Hagemeyer North America	Basic Materials/Capital Goods		Multi-million	1.0	Contract to provide nationwide deployment of frame relay, LD voice, dedicated Internet access	02/23/2004	Domestic	Retail
Qwest	Independence Blue Cross	Healthcare		n/a	3.0	Contract to provide data communications incl frame relay and ATM services	08/02/2004	Domestic	Retail
Qwest	Internet2	Education/Research	University-led R&D consortium, 300+ US universities	n/a	n/a	Contract to continue providing optical and SONET network services	11/22/2004	Domestic	Wholesale
Qwest	iPIX	Business Services	Internet Pictures Corporation (iPIX®) provides mission-critical imaging solutions for commerce, communication and security applications	Multi-million	2.0	Contract to provide Web hosting services	06/27/2003	Domestic	Retail
Qwest	John Deere	Basic Materials/Capital Goods		n/a	5.0	Contract to provide high-speed data network services	03/16/2004	Domestic	Retail
Qwest	Kforce Inc.	Business Services	Kforce Inc. is a full-service professional staffing firm	n/a	2.0	Contract for advanced network services, collocation, LD telephony	07/22/2003	Domestic	Retail
Qwest	Krispy Kreme Doughnuts, Inc.	Travel/Hospitality/Restaurants		Multi-million	3.0	Contract to deliver variety of data/voice services, private routed net, net management services	08/23/2004	Domestic	Retail
Qwest	Land O'Lakes	Consumer Non-Cyclical		n/a	Multi-year	Expands upon existing agreement to provide national frame relay network to 80+ locations	01/12/2005	Domestic	Retail
Qwest	Life Time Fitness	Miscellaneous Services	Life Time Fitness is the nation's fastest growing health, fitness, and nutrition company	n/a	n/a	Expands upon existing contract, to provide high-speed dedicated Internet access (OC-12 dedicated access line)	05/12/2003	Domestic	Retail
Qwest	NASA IV&V, WVU Research, National Energy Technology Laboratory	Education/Research		n/a	n/a	Contract to provide three research facilities with a high-speed optical network (HSON), SONET, providing greater communications network bandwidth and future growth capacity	02/02/2004	Domestic	Retail
Qwest	National Institutes of Health	Healthcare		\$40,000,000	10.0	Contract to provide web hosting services, back-up computing capability for 27 NIH locations	09/10/2003	Domestic	Retail
Qwest	Oklahoma OneNet	Government	OneNet is Oklahoma's official telecommunications and information network for education and government	n/a	Multi-year	Contract to provide advanced comm services, enables transfer of voice, video, data services, to various state agencies	01/15/2003	Domestic	Retail
Qwest	Oncall Interactive	Business Services	PromoVantage, division of Oncall Interactive, is a unified digital promotions system that simplifies the creation, deployment and administration of promotional initiatives	\$1,000,000	n/a	Contract to provide interactive voice response and voice recognition solution	10/20/2003	Domestic	Retail
Qwest	Outback Steakhouse, Inc	Travel/Hospitality/Restaurants		n/a	2.0	Contract to provide managed Web hosting services	03/02/2004	Domestic	Retail
Qwest	Paxson Communications Corp.	Media		n/a	n/a	Contract to provide voice, video, data services	05/24/2004	Domestic	Retail
Qwest	Peterson Air Force Base	Government		n/a	5.0	Contract to provide local voice/data services	02/11/2004	Domestic	Retail
Qwest	Porsche Cars North America	Automotive		\$6,000,000	2.0	Contract to provide advanced net services incl switched/dedicated voice services, toll free services, dedicated Internet access, int'l/domestic frame relay, int'l/domestic private lines, menu routing	05/19/2004	Domestic	Retail
Qwest	Principal Financial Group	Financial Services		n/a	Multi-year	Multi-year contract to provide company with high-speed network services	01/27/2004	Domestic	Retail
Qwest	Recreational Equipment, Inc. (REI)	Consumer Goods	Nation's leading retailer of quality outdoor gear and clothing	n/a	n/a	Contract to provide advanced data communications, diversifying data transport services, with dedicated Internet access services network equipment	03/17/2003	Domestic	Retail
Qwest	Scottrade	Financial Services	Scottrade is a leader in online investing	Multi-million	Multi-year	Multi-year contract to provide private routed network	06/17/2003	Domestic	Retail
Qwest	Spirit Cruises	Travel/Hospitality/Restaurants		n/a	2.0	Contract to enhance fleet and customer service ops	08/18/2004	Domestic	Retail
Qwest	State of Arizona	Government		n/a	3.0	Contract to provide LD communication services	07/20/2004	Domestic	Retail
Qwest	State of California	Government		n/a	n/a	Contract to provide Internet and Web hosting services	02/24/2004	Domestic	Retail

Business Contracts Won by Competitive Carriers

Attachment 6

CLERC	Company	Industry	Detailed Description	Value	Contract Duration (Years)	Other/Comments	Release Date	Domestic/Global	Wholesale/Retail
Quest	State of Colorado	Government		\$3,500,000	2.0	Contract, with 3 1-year extensions, to provide state and agencies with LD service, complement decisions to make Quest exclusive provider of CO local phone svc, Denver's voicemail solutions	03/08/2003	Domestic	Retail
Quest	State of Florida	Government		n/a	3.0	Contract to provide LD voice services	06/15/2004	Domestic	Retail
Quest	State of Minnesota	Government		\$22,000,000	2.0	Contract, with options up to 4 yrs for an additional \$44M, to deliver Centron, a managed, outsourced business telephone service that is leased to businesses as a substitute for that business buying or leasing its own on-premises phone system	04/21/2003	Domestic	Retail
Quest	State of Montana	Government	Montana SummitNet II contract to serve 350 office and campus locations connecting all state agency and university facilities	n/a	n/a	Contract extension to provide network backbone for integrated voice, video and data network	09/02/2003	Domestic	Retail
Quest	State of Nebraska	Government		Multi-million	3.0	Expands upon existing contract, to provide multi-purpose data network	12/02/2003	Domestic	Retail
Quest	State of New Mexico	Government	Government -	n/a	Multi-year	Contract to provide state of NM Admin Office of the Courts, with video communications services	03/30/2004	Domestic	Retail
Quest	The Wet Seal, Inc	Consumer Goods	The Wet Seal is a leading specialty retailer of fashionable and contemporary apparel and accessory items.	n/a	2.0	Contract to provide LD voice communications services	07/12/2004	Domestic	Retail
Quest	U.S. State Department	Government	U.S. Department of State's Diplomatic Telecommunications Service Program Office	\$360,000,000	10.0	Contract to deliver variety of network services to international U.S. government agencies, opportunity to receive up to \$16M per year; program to deliver networked telecom services (high-speed video, data, ATM, IP) to embassies/consulates; *from release, "Quest provides network services to a wide range of federal government agencies, including Dept. of Energy, NASA, Dept. of Treasury, NOAA"	01/21/2003	Domestic	Retail
Quest	U.S. Department of Treasury	Government	United States Mint's e-commerce and Information Web site at www.usmint.gov	n/a	n/a	Expands upon existing contract, to provide immediate backup Web hosting solution	12/16/2003	Domestic	Retail
Quest	University of Tennessee	Education/Research		Multi-million	Multi-year	Contract to be ecd provider of long distance, toll-free and calling card services	01/19/2004	Domestic	Retail
Quest	University of Texas	Education/Research		Multi-million	Multi-year	Multi-year contract to provide dedicated Internet access	05/19/2003	Domestic	Retail
Quest	US Speakeasting	Miscellaneous Services		n/a	n/a	Contract to provide team members with wireless, high-speed Internet access, voice services, for 2006 Winter Olympics	01/19/2003	Domestic	Retail
Quest	Utah Education Network	Government		n/a	5.0	Contract to upgrade Utah Education Network (UEN), provide end-to-end communications services, core network is high-speed/high-capacity networking solution	04/09/2003	Domestic	Retail
Quest	VHA Southwest, Inc	Healthcare		Multi-million	3.0	Contract to provide dedicated Internet access and LD services	08/25/2004	Domestic	Retail
Quest	Wendell Associates, Inc	Automotive	Wendell Associates is the nation's largest supplier of aftermarket automotive components	n/a	Multi-year	Contract to be ecd provider of advanced voice/data communications, PRN, dedicated voice services	02/04/2004	Domestic	Retail
Quest	White Sands Missile Range	Government		n/a	5.0	Contract renewal to be exclusive provider of data voice communications to White Sands Missile Range	03/09/2004	Domestic	Retail
Quest	World Vision	Nonprofit		n/a	Multi-year	Multi-year contract to provide private routed network	07/19/2004	Domestic	Retail
Quest	YoungVetBus Comm	Technology	YoungVetBus Comm offers turnkey solutions to ISPs throughout North America	Multi-million	2.0	Contract to provide nationwide dial-up Internet access	04/19/2004	Domestic	Wholesale
Quest	Earthlink	Communications		n/a	n/a	Expands upon current agreement, added Internet access services	08/25/2004	Domestic	Wholesale
RCN	Catholic University	Education/Research	Private university based in Washington, D.C.	n/a	n/a	Contract to provide the university with a 100 Mbps Ethernet circuit, which will provide high-speed access to over 200 United States colleges and universities over the Internet2 Academic network	01/30/2004	Domestic	Retail
RCN	Columbia University	Education/Research	Ivy League university in New York City	n/a	n/a	Contract to extend the university's dark fiber backbone ring II constructed for the University in 2001	01/30/2004	Domestic	Retail
RCN	FiberNet Telecom Group, Inc.	Technology	FiberNet deploys, owns and operates fiber-optic networks designed to provide comprehensive broadband connectivity to wholesale customers	n/a	n/a	Contract to deliver network access that will allow the company to meet the demands for network capacity in the Northeast	01/30/2004	Domestic	Wholesale
RCN	Laurus Capital Management	Financial Services	Financial institution that makes direct investments in US listed small and midco cap companies	n/a	n/a	Agreement to provide phone and high-speed Internet services to Laurus Capital Management	10/20/2003	Domestic	Retail
RCN	Partners Healthcare	Healthcare	Based in Boston, the System is comprised of hospitals, primary care and specialty physicians, community health centers and other health-related entities	n/a	n/a	RCN will lease dark fiber to implement a WAN connecting the systems' two main hospitals and data center.	01/30/2004	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
RCN	Stealth Communications	Technology	Established in 1995, Stealth Communications is a privately held, New York-based company, specializing in providing high-performance data services. Stealth owns and operates the Voice Peering Fabric.	n/a	n/a	RCN will host Stealth's voice peering fabric (VPF) in both Chicago and Boston. It will also will provide collocation services to the VPF and to customers that need connection to the VPF. Additionally, RCN will supply support services, such as transport, Internet Access, IP transit, and wholesale voice, to customers who join the VPF.	03/22/2005	Domestic	Retail
RCN	The Chelsea (A Marriott ExecuStay Apartment)	Travel/Hospitality/Restaurants	Marriott ExecuStay hotels, including the Chelsea, offer business customers extended lodging.	n/a	n/a	RCN will provide digital cable, high-speed Internet access, and voice services to all 202 units of the Chelsea, primarily over RCN's own fiber-optic network.	10/13/2003	Domestic	Retail
RCN	The Ritz-Carlton and Four Seasons Hotels	Travel/Hospitality/Restaurants	International luxury hotel providers.	n/a	n/a	RCN Business will provide a 30 Mbps transport circuit between the two hotels, as well as a 3 Mbps Ethernet connection from each Chicago hotel to the Internet.	01/30/2004	Domestic	Retail
SBC	Applied Computer Solutions (ACS)	Technology	California-based ACS is a nationwide leader in systems integration. The company designs and installs database, network, Intranet, Internet, and computer security systems for customers in a variety of industries.	n/a	3.0	SBC companies will deploy a Network-Based VPN, utilizing MPLS technology, at its headquarters and disaster recovery site in California. The service will also support VoIP between all of the company's California offices.	02/22/2005	Domestic	Retail
SBC	Automobile Club of Southern California (ACSC)	Automotive	Los Angeles-based Automobile Club of Southern California (ACSC) is the largest affiliate of the Automobile Association of America (AAA).	Multi-million	3.0	SBC companies will provide local voice, long distance and toll-free voice services to ACSC headquarters, as well as to its more than 100 locations throughout CA, HA, ME, NM, NH, TX and VT. SBC will also provide frame relay services to connect the ACSC locations.	08/02/2004	Domestic	Retail
SBC	Bank of the West	Financial Services	San Francisco-based Bank of the West is the third-largest commercial bank headquartered in the West, with 300 branches located in six states.	\$1,700,000	3.0	SBC companies will provide long distance voice services, including outbound and toll-free calling, to 125 branches and administrative centers throughout California, and Frame Relay and ATM services to an additional 35 locations throughout California and Nevada. Extends an existing contract.	11/15/2004	Domestic	Retail
SBC	Bankers Integration Group, Inc.	Technology	Bankers Integration Group, with its headquarters in California, is an application service provider to the finance and insurance industries.	n/a	n/a	Bankers Integration Group has chosen SBC E Services to provide managed services across its enterprise. The California-based company will utilize Data Center Hosting and Storage Area Network services.	03/10/2003	Domestic	Retail
SBC	Bob Evans Farms Inc.	Travel/Hospitality/Restaurants	Bob Evans Farms is a Columbus, Ohio-based restaurant chain and a leading producer of fresh pork sausage and frozen foods for major grocery chains throughout the country.	n/a	n/a	SBC companies will provide long distance voice services to Bob Evans' headquarters and its approximately 578 restaurants in more than 20 states. Additionally, SBC companies will provide Frame Relay Service to connect manufacturing and distribution facilities, among others.	12/07/2004	Domestic	Retail
SBC	C.P. Morgan Company Inc.	Basic Materials/Capital Goods	C.P. Morgan Company is a residential development and homebuilding company serving Indianapolis and the surrounding communities. In 21 years, it has built nearly 14,000 homes.	n/a	3.0	SBC companies provide Network-based VPN and Dedicated Internet Access to support online applications.	10/14/2004	Domestic	Retail
SBC	CB Richard Ellis	Business Services	CB Richard Ellis is the largest global real estate firm by revenue, with more than 300 offices across 590 countries.	n/a	3.0	SBC companies will provide a suite of managed services and solutions, including Internet Data Center Hosting, Frame Relay and Network management.	08/03/2004	Domestic	Retail
SBC	City of Encinitas, CA	Government	The city of Encinitas has a population of more than 58,000 and is located near San Diego.	\$1,000,000	n/a	SBC companies will provide Frame Relay and ATM services to 51 fire stations and administrative offices located within the city of Encinitas and throughout surrounding North San Diego County. This will support videoconferencing within and between fire agencies for training.	10/12/2004	Domestic	Retail
SBC	Commercial Capital Bancorp, Inc.	Financial Services	Irvine, CA-based Commercial Capital Bancorp is one of the fastest growing savings institutions in California with 20 banking and 12 lending offices located throughout the state.	n/a	3.0	SBC companies will deliver Network-Based VPN service for secure, reliable IP-based network connections to 23 locations. Commercial Capital Bancorp also uses DataCenter Hosting as a central node for its Disaster Recovery solution.	08/16/2004	Domestic	Retail
SBC	Dickinson Wright PLLC	Business Services	Dickinson Wright PLLC is a Detroit-based law firm with more than 200 attorneys offering legal services to a range of clients.	n/a	5.0	Currently the firm's primary local and long distance voice provider, SBC companies will be providing with Cisco AVVID to replace older PBX switches as well as Data CPE Support Services.	03/02/2005	Domestic	Retail
SBC	Discount Tire Company	Automotive	Discount Tire Company is the largest independent tire dealer in the United States with 20 regional sites, more than 566 retail stores and 9,300 employees.	n/a	3.0	SBC will provide inbound and outbound long distance voice services to all 566 Discount Tire Company store locations across the U.S. SBC currently provides nationwide data networking services via Frame Relay Service over an ATM network.	04/21/2004	Domestic	Retail

Business Contracts Won by Competitive Carriers

CLIC	Company	Industry	Detailed Description	Value	Contract Duration (Years)	Other/Comments	Release Date	Domestic/Global	Retail/Wholesale
SBC	Financial Partners Credit Union	Financial Services	Financial Partners is a full-service not-for-profit financial organization, and a leading Southern California credit union, with more than 58,000 members and over \$620 million in assets.	\$750,000	3.0	SBC companies will provide the firm's headquarters with local, long distance, audio conferencing, and VoIP services.	03/21/2005	Domestic	Retail
SBC	Ford Motor Co.	Automotive	Michigan-based company is one of the largest auto and truck manufacturers in the world.	n/a	3.0	SBC companies will design, implement and manage an IP telephony system for Ford's headquarters and other facilities in southeast Michigan, one of the largest VoIP deployments in the nation to date.	09/21/2004	Domestic	Retail
SBC	Grand Traverse Band of Ottawa and Chippewa Indians	Travel/Hospitality/Restaurants	Grand Traverse Band of Ottawa and Chippewa Indians is a tribe located near Traverse City, MI, which owns and operates a resort and casino.	n/a	3.0	SBC companies will provide local, long distance voice, and other network services. The contract calls for the deployment of telecommunications switches to link more than 25 governmental and business locations in a single tribal telecommunications network.	12/16/2004	Domestic	Retail
SBC	hgregg	Consumer Goods	Indianapolis-based hgregg is a home appliance and consumer electronics retail chain known for its services, quality, and selection.	n/a	3.0	SBC companies will provide Network-Based VoIP to all of hgregg's stores and distribution centers, which later will allow hgregg to migrate to VoIP and streaming video.	10/19/2004	Domestic	Retail
SBC	Home Health United Inc.	Healthcare	Home Health United is a nonprofit healthcare agency with 10 offices serving 23 counties in south central and western Wisconsin.	n/a	3.0	SBC companies will implement a variety of services including Dedicated Internet Access and Cisco AVVID.	10/15/2004	Domestic	Retail
SBC	Huntington Banshares Inc.	Financial Services	Huntington is a \$30 billion regional bank holding company headquartered in Columbus, OH.	Multi-million	3.0	SBC will provide toll-free, dedicated and switched service, and national and international long distance service as well as National Directory Assistance and 1-800 Conference services to the company's headquarters and offices.	04/12/2004	Domestic	Retail
SBC	Intec Telecom Systems PLC	Technology	Intec Telecom Systems, with U.S. headquarters in Atlanta, is a market leader in billing, multi-service mediation, and real-time mobile service marketing software.	n/a	n/a	SBC companies will provide Network-Based VoIP utilizing MPLS technology, dedicated Internet Access, and Data CPE Support Services for U.S. locations.	02/08/2005	Domestic	Retail
SBC	John Murfitt, Diablo Health System (JMMDHS)	Healthcare	John Murfitt, Diablo Health System (JMMDHS) is a not-for-profit organization providing high-quality, comprehensive healthcare to the communities of the San Francisco Bay area.	n/a	n/a	SBC companies will provide a Nortel equipment-based IP Telephony solution delivering seamless, scalable real-time business communications. The new IP-enabled platform will utilize a Synchrous Optical Network (SONET) Dedicated OC-12 Rate.	01/05/2005	Domestic	Retail
SBC	Lason Inc.	Business Services	Lason Inc. is a global provider of data and document management services for a variety of industries. With headquarters in Troy, Mich., Lason has locations in 22 U.S. states.	n/a	3.0	SBC companies will deploy Network-Based VoIP, as well as a SONET ring and NVN, as well as a SONET ring and GigAble Service, to provide Lason with flexible, powerful IP-based network connections to support the company's extensive data communications needs.	12/17/2004	Domestic	Retail
SBC	Martiz Inc.	Business Services	St. Louis-based Martiz is the world's largest source of integrated performance improvement, travel, and marketing research services.	Multi-million	3.0	SBC companies will provide local and long distance voice services and a total upgrade of the company's core and edge data networking equipment. The contract covers Martiz locations in 16 states from California to New York.	08/13/2004	Domestic	Retail
SBC	Mayer, Brown, Rowe & Maw LLP	Business Services	Mayer, Brown, Rowe & Maw is one of the 10 largest law firms in the world with more than 1,300 lawyers in 13 offices throughout the United States and Europe.	n/a	n/a	SBC companies will implement a Multi-Service Optical Network (MON Ring), OC-12 SONET services, and GigAble service to support the company's network expansion into two additional locations.	12/08/2004	Domestic	Retail
SBC	Omnicom Group Inc.	Business Services	Omnicom Group is a holding company that manages a portfolio of global market leaders in the disciplines of advertising, marketing services, specialty communications, interactive/digital media, and media buy services.	Multi-million	n/a	In addition to long distance voice services through the SBC Long Distance High Volume Calling Plan (HVCP), the contract will also include 1-800 CONFERENCEB services, Dedicated Internet Access, Managed Care, Frame Relay, and ATM services.	12/09/2004	Domestic	Retail
SBC	Pillsbury Winthrop LLP	Business Services	Pillsbury Winthrop a San Francisco-based international law firm with approximately 800 attorneys throughout 16 offices located in the U.S., London, and Asia.	n/a	3.0	SBC companies will provide Pillsbury Winthrop with local voice service to its corporate offices located throughout California, Texas, and Connecticut as well as long distance voice, 1-800-CONFERENCEB, and network-based NVN services to all of its domestic corporate offices.	01/11/2005	Domestic	Retail
SBC	Provena Health	Healthcare	Provena Health is an organization with a network of healthcare facilities and offices located throughout Northern Illinois.	n/a	n/a	SBC companies will deliver a comprehensive upgrade of the Provena Health data network infrastructure across the organization's Managed Service offerings, and the implementation of a SONET backbone.	08/30/2004	Domestic	Retail
SBC	Republic Bancorp Inc.	Financial Services	Michigan-based Republic Bancorp is one of the state's largest banking companies with customers located throughout Michigan, Ohio, and Indiana.	n/a	3.0	In addition to local, long distance and toll-free conferencing services, SBC companies will provide Dedicated Internet Access, Frame Relay, ATM, and SONET services. This will connect the bank's 94 locations as well as 89 ATMs.	03/09/2005	Domestic	Retail

CLEC	Company	Industry	Detailed Description	Value	Contract Duration (Years)	Other/Comments	Release Date	Domestic/Global	Wholesale/Retail
SBC	Sage Telecom	Communications Services	Sage Telecom is the third-largest competitive local exchange carrier in SBC's territory, serving more than one-half million local service customers.	n/a	7.0	Commercial agreement for SBC to provide wholesale local phone services to Sage covering all 13 states comprising SBC's local phone territory. The agreement also contains provisions relating to data and internet services.	04/03/2005	Domestic	Wholesale
SBC	State of Texas	Government		\$100,000,000	3.0	SBC Companies will provide government agencies, school and hospital districts, and higher education institutions with enhanced communications services — including business access lines, analog lines and trunks, digital trunks, disaster routing services, and ISDN services. Extends previous 5 year contract.	07/01/2004	Domestic	Retail
SBC	Sutter Health	Healthcare	Sutter Health is a family of not-for-profit hospitals and physicians serving more than 100 communities throughout northern California.	n/a	n/a	SBC companies will provide network-based, utilizing MPLS technology, to approximately 200 locations, including 26 hospitals.	01/12/2005	Domestic	Retail
SBC	University of Arkansas	Education/Research	The university is located in Fayetteville, a city of nearly 60,000 residents and currently enrolls more than 16,000 total students in both the graduate and undergraduate programs.	n/a	n/a	Agreement to provide a Wireless Mesh Network solution from Nortel for an on-campus private wireless network. This service gives both students and faculty secure wireless broadband access anywhere on campus.	03/24/2005	Domestic	Retail
SBC	University of Notre Dame	Education/Research	Catholic university located near South Bend, IN.	Multi-million	5.0	Contract to deliver a hosted VoIP network to the University of Notre Dame that, once deployed, will be one of the largest of its kind in the country, according to industry analyst organizations.	11/16/2004	Domestic	Retail
SBC	Unocal Corporation	Energy/Natural Resources/Utilities	Unocal Corporation is one of the largest U.S.-based independent oil and gas exploration and production companies.	n/a	3.0	SBC E-Services will provide Unocal with Data Center Hosting. Additionally, SBC companies will provide GigaMAN® service, a dedicated, fiber-optic, point-to-point gigabit Ethernet service to connect its two California locations.	08/25/2004	Domestic	Retail
SBC	VHA Inc.	Healthcare	VHA is a privately-held, Texas-based healthcare cooperative that helps healthcare organizations nationwide enhance operational and clinical performance.	Could generate \$50 million annually	3.0	SBC companies are one of three providers that will offer discounted local and long distance services to 2,200 VHA healthcare organizations in 48 states.	10/18/2004	Domestic	Retail
SBC	Vitro, S.A. de C.V.	Basic Materials/Capital Goods	Monterrey, Mexico-based Vitro, S.A. de C.V. is one of the world's leading glass producers.	n/a	n/a	SBC companies will provide local and long distance voice services, DSL, Data Center Hosting and Network-Based VPN services to Vitro America's locations nationwide.	07/16/2004	Domestic	Retail
SBC	Walgreen Co.	Consumer Non-Cyclical	Illinois-based Walgreen Co. is the nation's largest drugstore chain.	n/a	n/a	SBC companies will provide various voice, data networking, and managed services to more than 2,000 Walgreens locations nationwide. This nationwide agreement enhances an already solid relationship between Walgreen Co. and SBC companies.	01/21/2005	Domestic	Retail
Southern Telecom	Georgia State University	Education/Research		n/a	n/a	Southern built a fiber network for Georgia State	06/03/2003	Domestic	Retail
Southern Telecom	TelCove	Communications Services	Provider of telecom services to business and wholesale customers	n/a	n/a	Agreement to provide fiber in Atlanta to TelCove	06/25/2004	Domestic	Wholesale
Sprint	A2D Technologies, Inc.	Energy/Natural Resources/Utilities	TGS-NOPEC is a global provider of multi-client geoscience data and services to the oil and gas industry. It's subsidiary, A2D Technologies, pioneered the delivery of digital well log data over the Internet.	n/a	n/a	Agreement to implement Sprint's collocation and hosting services for A2D Technologies. These services are offered in the Denver-based Sprint EISolutions Center.	02/02/2003	Domestic	Retail
Sprint	A4 Health Systems	Healthcare	A4 Health Systems is dedicated to promoting electronic medical record solutions for consolidated information management. A4 has nationally implemented software and services in more than 1,100 healthcare organizations.	n/a	Multi-year	Sprint and Nortel Networks Succession will deliver converged voice and data services, including an IP VPN that will enhance the quality, security, reliability and efficiency of the A4 network.	10/14/2003	Domestic	Retail
Sprint	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	n/a	Contract to implement a highly secure communications network across Sprint's private IP backbone that does not connect to the public global Internet. It will connect retail banking locations in the U.S., namely LaSalle Bank in the Chicago market and Standard Federal Bank, which is concentrated in Michigan.	08/05/2004	Domestic	Retail
Sprint	AgFirst Farm Credit Bank	Financial Services	With assets of \$15.9 billion, AgFirst Farm Credit Bank is the largest financial institution headquartered in South Carolina. The bank provides funding and financial services to 23 Agricultural Credit Associations in 15 eastern states and Puerto Rico.	n/a	3.0	Sprint will provide a variety of data services including frame relay, a CPE-based IP VPN and Sprint Managed Network Services.	06/21/2004	Domestic	Retail

Business Contracts Won by Competitive Carriers

CLIC	Company	Industry	Detailed Description	Value	Contract Duration (Yr(s))	Other/Comments	Release Date	Domestic/Global	Wholesale/Retail
Sprint	Agilent Technologies, Inc.	Technology	Agilent delivers critical tools and technologies that sense, measure and interpret the physical and biological world. About two-thirds of Agilent's revenue was generated from outside of the U.S. in 2004. The company has 28,000 employees around the globe.	N/A	N/A	Sprint will provide ATM service that will handle the high-speed transport of a very high volume of data information to Agilent's field locations. Sprint's Frame Relay services will also be employed for global data transport and Sprint's Private Line services will be used for core backbone.	06/12/2003	Global	Retail
Sprint	Air France	Transportation/Shipping	Air France is a major global airline with service to more than 238 cities in 91 countries. The airline flies from 12 gateways in the U.S.	N/A	N/A	Contract to deliver Internet access services to the airline's sales force across the U.S. through an integrated IP solution. Air France also uses a range of wireless services from Sprint.	09/12/2003	Domestic	Retail
Sprint	Alaska Distributors Co.	Consumer Non-Cyclical	Alaska Distributors Co. is a regional wholesale distributor and broker of wine, spirits, beer and non-alcoholic beverages.	N/A	N/A	Alaska Distributors has incorporated multiple wireless solutions from Sprint.	05/21/2003	Domestic	Retail
Sprint	Albemarle County Schools	Education/Research	School district for Albemarle, VA.	N/A	N/A	Sprint provided Albemarle County Schools with a Gigaset Ethernet (GIG-E) network, expands on a contract from eight years ago.	09/02/2003	Domestic	Retail
Sprint	Allied Home Mortgage Capital Corp.	Financial Services	Allied Home Mortgage is largest branch network company in the U.S. In 2002, Allied funded \$12 billion in residential mortgages and has more than 700 locations in the U.S., Guam and the Virgin Islands.	N/A	N/A	Allied Home Mortgage announced implementation of Do Not Call (DNC) technology from Sprint and Gryphon Networks, to help all 700 of its locations comply with federal and state DNC laws.	10/29/2003	Domestic	Retail
Sprint	Alro Steel Corp.	Basic Materials/Capital Goods	Alro Steel provides processing services such as aluminum circle cutting, CNC flame cutting, forming, and machining. Alro expanded its business by offering plastic sheet, rod, tube, and film.	N/A	3.0	Sprint will provide an Internet protocol virtual private network (IP VPN) across Alro's 37 facilities in 12 states as well as Sprint Managed Network Services.	08/04/2004	Domestic	Retail
Sprint	American Blinds Wallpaper and More	Consumer Goods	American Blinds Wallpaper and More is the largest online retailer of window treatments and wall coverings. The company also sells home decorating products like framed art, curtains, lighting, rugs, and other accessories. The company has over 5 million customers.	N/A	2.0	Sprint is providing toll-free long-distance voice services and IP services. These services provide connectivity and high-speed Internet access for communication between American Blinds Wallpaper and More's customers and customer service representatives.	06/03/2003	Domestic	Retail
Sprint	Anchor Glass Container Corp.	Basic Materials/Capital Goods	Anchor Glass Container Corp. is one of the largest manufacturers of glass containers in the United States, and it employs 2,900 at 15 U.S. locations.	\$1,500,000	3.0	Sprint will deliver switched and dedicated voice services, a frame relay data network and enhanced and interactive toll-free services.	02/20/2003	Domestic	Retail
Sprint	Applegate's International, Inc.	Travel/Hospitality/Restaurants	Applegate's, headquartered in Overland Park, KS, develops, franchises and operates restaurants. It is one of the largest chains in the world, with more than 1,600 Applegate's restaurants operating in 49 states and nine international countries.	N/A	5.0	Sprint will continue to provide wireless and wireline services to Applegate's with Sprint PCS service and a Frame Relay network. In addition, Sprint will update the Applegate's network to support new Web-based applications.	08/20/2004	Domestic	Retail
Sprint	Army National Guard	Government	Guard's network modernization and bandwidth expansion project, called GuardNet. The contract will include migration of MCI-provided ATM services to the Sprint Peerless IP Network at 59 sites throughout the U.S. The National Guard.	\$18,000,000	1.0	1 year with 3 year extension (possible extension value of \$36 million); Sprint was awarded a contract for the Army National Guard's network modernization and bandwidth expansion project, called GuardNet. The contract will include migration of MCI-provided ATM services to the Sprint Peerless IP Network at 59 sites throughout the U.S. The National Guard.	10/22/2003	Domestic	Retail
Sprint	Ashland	Basic Materials/Capital Goods	Ashland has 24,000 employees to serve over 140 countries, including highway construction, specialty chemicals, motor oil and car-care products, lubricants and additives.	N/A	Multi-year	Sprint will provide Ashland with secure IP connectivity to the SprintLink global, all-digital network.	09/30/2003	Global	Retail
Sprint	Beritz Languages, Inc.	Miscellaneous Services	Beritz has more than 450 locations in over 60 countries worldwide, offering language instruction for adults and children.	N/A	N/A	Beritz will connect its offices and remote employees in the U.S. using Sprint services. In addition to voice and data services, Beritz is using Sprint Email Protection Services.	01/14/2004	Global	Retail
Sprint	Blinds To Go	Consumer Goods	Blinds To Go is North America's largest manufacturer and retailer of blinds and shades, with more than 120 superstores in both countries.	N/A	N/A	Through a new agreement, Sprint will provide the company with switched-voice services in the United States, including local, long-distance and toll-free services.	07/28/2004	Domestic	Retail
Sprint	BMW Group	Automotive	BMW Group currently has 23 production and assembly locations in 14 countries. In 2004, the company produced more than 1 million cars and had revenues of over EUR 44 billion.	Multi-million	3.0	Sprint will provide all data services to BMW Group in the Americas, including a highly secure peerless IP network. Sprint and Cisco are also delivering data services through an IP VPN. The agreement also includes Internet private line services and high-speed ATM data services, for converged voice and data.	12/06/2004	Global	Retail
Sprint	Boeing Co.	Conglomerates	The Boeing Company is the world's leading aerospace company.	Multi-million	Multi-year	Sprint will provide the primary voice long-distance services to Boeing corporate, field, branch and manufacturing locations.	09/04/2003	Global	Retail

Business Contracts Won by Competitive Carriers

CLIC	Company	Industry	Detailed Description	Value	Contract Duration (Years)	Other/Comments	Release Date	Domestic/Global	Wholesale/Retail
Sprint	BOK Financial Corp. (BOKF)	Financial Services	BOKF is a regional financial services company with total assets of \$13.6 billion in June 2003. The company provides commercial and consumer banking, investment and trust services.	n/a	n/a	Sprint is upgrading data services and new wireless capabilities to BOKF. The agreement with Sprint will also power a network that links 1,300 ATM machines throughout the Southwest, and delivers additional voice and private line services.	09/08/2003	Domestic	Retail
Sprint	Bollinger Shipyards, Inc.	Basic Materials/Capital Goods	Bollinger has 14 shipyards located between New Orleans and Houston. It works in the offshore energy, commercial and military markets. Bollinger is also the largest ship repair/conversion company on the Gulf Coast.	n/a	n/a	Bollinger Shipyards is implementing Sprint Email Protection Services.	08/04/2003	Domestic	Retail
Sprint	Boone & Co. Inc.	Conglomerates	Boone consists of 4 major divisions, including the world's largest financial printer. They provide digital printing and electronic delivery, integration support, translation, and technical writing.	n/a	n/a	Contract to provide network-based virus protection, spam filtering, 24x7 online reporting and additional email services.	05/14/2004	Global	Retail
Sprint	Boyd Gaming Corp.	Travel/Hospitality/Restaurants	Headquartered in Las Vegas, the company is publicly traded on the NYSE and owns 18 gaming entertainment properties located in NV, NJ, MS, IL, IN and US. Revenues for the full year 2004 were \$1.734 billion.	\$1,400,000	3.0	Sprint will implement a frame relay WAN between Boyd headquarters and central region properties. The extra bandwidth will allow Boyd to use Sprint video- and audio-conferencing services and dedicated Internet services. Expands on a relationship from August 2000 for LD services.	08/12/2003	Domestic	Retail
Sprint	Boyd Gaming Corp.	Travel/Hospitality/Restaurants	The company is a leading diversified owner and operator of 18 gaming entertainment properties located in Nevada, New Jersey, Mississippi, Illinois, Indiana and Louisiana.	n/a	n/a	Agreement provides Boyd Gaming with a Nortel Communication Server 1000M IP-enabled telephone switch and dedicated maintenance; expands an existing contract.	12/02/2004	Domestic	Retail
Sprint	Boyer USA Resorts	Travel/Hospitality/Restaurants	Boyer USA Resorts, a Michigan-based corporation, is the largest privately owned four-season resort company in North America. Boyer owns and operates numerous mountain and golf resorts in the United States and Canada.	n/a	Multi-year	Sprint becomes the primary communications provider for Boyer and will deliver videoconferencing, frame relay data services, IP data services and a range of voice services to resorts in 5 states and British Columbia.	02/18/2004	Domestic	Retail
Sprint	Build-A-Bear Workshop	Consumer Goods	Build-A-Bear Workshop is a mail-based retailer that lets you create customized stuffed animals. The company has 148 stores in 36 states across the US.	n/a	3.0	Sprint will connect stores around the country, corporate offices and call centers through a frame relay data network. Sprint is working to add DSL services.	10/29/2003	Domestic	Retail
Sprint	Burger King Corp.	Travel/Hospitality/Restaurants	The Burger King system operates more than 11,350 restaurants in all 50 states and in 57 countries and territories around the world. In fiscal year ending June 2003, Burger King had sales of \$11.1 billion.	n/a	n/a	Agreement to provide voice and data services for their regional and corporate offices throughout North America, Australia and Europe. It includes a long-distance voice, global and domestic frame relay and IP data services.	12/08/2003	Global	Retail
Sprint	Burlington Resources Inc.	Energy/Natural Resources/Utilities	Burlington Resources is one of the world's largest independent oil and gas companies.	n/a	n/a	The company selected Sprint Link Frame Relay™ service for domestic and international telecommunication.	02/14/2003	Global	Retail
Sprint	Coquent	Automotive	Michelin-based Coquent is a leading designer, manufacturer of accessories for light trucks, SUVs, recreational vehicles, passenger cars and trailers. Coquent employs approximately 2,070.	n/a	n/a	Sprint is delivering both network-based and GRE-based IP VPNs, as well as domestic and global frame relay services, dedicated and dial IP services and all domestic and global voice services to Coquent.	12/10/2003	Global	Retail
Sprint	Corner Corporation	Healthcare	Corner is taking the paper chart out of healthcare. With more than 1,500 clinics worldwide, Corner is the leading supplier of healthcare IT.	Multi-million	2.0	The deal, which makes Sprint the primary provider for Corner, includes the expansion of Corner's flexible, high-bandwidth ATM services for voice and data over a single network. Sprint will also provide IP data services; a highly reliable frame relay network, domestic and international voice services; audio conferencing and calling services.	11/14/2003	Domestic	Retail
Sprint	Chadbourne & Parke LLP	Miscellaneous Services	Chadbourne & Parke LLP, an international law firm headquartered in New York City, provides a full range of legal services.	n/a	n/a	Sprint will connect the firm's many offices through a new voice VPN.	05/07/2003	Global	Retail
Sprint	Chicago Mercantile Exchange, Inc.	Financial Services	CME is the largest futures exchange in the U.S. The exchange traded about \$1.3 billion per day in settlement payments in the first half of 2003 and managed \$29.1 billion in collateral deposits in June 2003.	n/a	Multi-year	Sprint will become an authorized vendor for CME's DIRECTLink program, which allows participants to use their existing network to link to CME for electronic futures trading through the exchange's GLOBEX® e-trading platform. Sprint will provide CME with toll-free voice services, global ATM, frame relay and dedicated IP services.	08/13/2003	Domestic	Retail
Sprint	Chicago Software Association (CSA)	Technology	The Chicago Software Association is a regional industry trade association dedicated to building a vibrant industry in the Silicon Prairie. Industry members include software, IT training, IT consulting, and Internet provider companies. The CSA currently has over 300 members.	n/a	3.0	Sprint will individually tailor wireless plans for the more than 300 members of the CSA through an agreement to provide a 1,000-line Nationwide Volume Program that includes voice services, Sprint PCS Vision Smart Devices and Sprint PCS Connection Cards.	06/28/2004	Domestic	Retail

CLEC	Company	Industry	Detailed Description	Value	Contract Duration (Years)	Other/Comments	Release Date	Domestic/Global	Wholesale/Retail
Sprint	Choice Hotels	Travel/Hospitality/Restaurants	Choice Hotels franchises more than 5,000 hotels and resorts in 39 countries under the Comfort Inn, Quality and Econo Lodge brands, among others.	n/a	Multi-year	Agreement to offer operator services to properties franchised by Choice Hotels.	06/24/2003	Global	Retail
Sprint	CNA	Financial Services	CNA is the country's fourth largest commercial insurance writer and the 11th largest property and casualty company.	n/a	Multi-year	Sprint was selected by CNA to provide virtually all of the company's U.S. and international voice services. The agreement includes connecting more than 80 U.S. offices and the company's Chicago headquarters as well as a range of international calling services.	05/24/2004	Domestic	Retail
Sprint	Convergys Corp.	Business Services	Convergys, a member of the S&P 500, is a global leader in integrated billing, employee and customer care provided through outsourcing and licensing. It serves companies in more than 60 countries across many industries. The company had 63,000 employees and revenue of \$2.28 billion.	Multi-million	3.0	Contract provides an integrated data MPLS VPN network for voice and data over a single platform to locations in the U.S. and Canada.	02/17/2005	Domestic	Retail
Sprint	Custom Direct, Inc.	Basic Materials/Capital Goods	Custom Direct is the second-largest direct marketing company that manufactures personal and business checks for independent consumers.	\$1,000,000	2.0	Custom Direct selected Sprint as its provider of voice and data services to call centers and offices in MD and AK. Services include enhanced, interactive toll-free, dedicated voice services and frame relay data services.	01/14/2003	Domestic	Retail
Sprint	Dana Corp.	Automotive	Dana Corporation is a global leader in the design and manufacture of products for automotive, commercial, and off-highway vehicle manufacturers. The company employs 60,000 in 30 countries.	n/a	3.0	This marks the continuation of an agreement for Sprint to provide VPN, frame relay and collaborative services to Dana Corporation locations around the world. As part of the global agreement, Sprint will provide frame relay to 12 Dana Corporation offices in Australia, Japan, Korea, New Zealand and Taiwan.	11/10/2003	Global	Retail
Sprint	Dawn Food Products, Inc.	Consumer Non-Cyclical	Dawn Food Products is one of the world's largest independently owned bakery manufacturers and distributors as well as one of the nation's oldest manufacturers of bakery mixes and bases.	n/a	Multi-year	Sprint will provide wireless and wireline voice and data services to Dawn, including IP VPN with managed network and e-mail services, PCS Connection Cards, and Sprint Global Dial Internet Access.	09/16/2004	Global	Retail
Sprint	Decision One	Technology	Headquartered in Frazer, PA, DecisionOne offers IT support services. It has more than 4,000 technology professionals, and an extensive, geographically distributed network of service locations.	\$5,000,000	3.0	Contract to provide wireless voice and data using Sprint PCS Wireless Workplace and Handspring equipment for the company's representatives in the field.	08/04/2003	Domestic	Retail
Sprint	Defense Information Systems Agency (DISA)	Government	DISA is a combat support agency responsible for planning, engineering, acquiring, fielding, and supporting global net-centric solutions to serve the DoD and its military agencies under all conditions of peace and war.	\$11,300,000	5.0	New order on an existing contract by DISA to provide expanded Internet connectivity for an unidentified agency within the DoD.	05/05/2004	Domestic	Retail
Sprint	Delta Apparel Inc.	Consumer Goods	Delta Apparel, with its subsidiary M. J. Softe Co., is a manufacturer of branded and unbranded activewear apparel. Delta Apparel has operations in the U.S., Honduras, Mexico and Costa Rica and employs about 4,600 worldwide.	n/a	Multi-year	Sprint is providing a high-speed wireless solution for mobile employees and an international IP VPN for voice and data that will combine network-based elements and Cisco CPE based elements. Delta Apparel has also turned to Sprint for a range of Sprint Managed Network Services, voice, Internet and other PCS wireless voice and data services.	02/24/2004	Domestic	Retail
Sprint	Dewberry	Business Services	Dewberry is a 1,600-person professional services firm specializing in planning, engineering, architecture, surveying and geographic information services. The firm has 29 offices nationwide with headquarters in Fairfax, Virginia.	n/a	n/a	Agreement with Sprint to provide network-based anti-spam services; Sprint already provides Dewberry with frame relay and Internet services.	11/20/2003	Domestic	Retail
Sprint	Digital Insight Corp.	Financial Services	Digital Insight provides retail and commercial Internet banking, electronic bill payment and a host of other services.	n/a	n/a	Sprint will deliver a wide range of voice services (including 800 services). The company will also provide frame relay data services and an ATM network for high-speed voice and data.	09/16/2003	Domestic	Retail
Sprint	Dollar General	Consumer Non-Cyclical	Dollar General is a Fortune 500 discount retailer with 6,580 stores in 27 states as of 2003.	n/a	3.0	Through this agreement, Sprint is providing long-distance voice services, a VPN, interactive voice response (IVR), frame relay and IP services to more than 6,500 Dollar General stores in 27 states.	11/11/2003	Domestic	Retail
Sprint	Dorsey & Whitney, LLP	Business Services	Minnesota's largest law firm is a global law firm with more than 600 lawyers in 20 offices in the US, Europe, and Asia.	n/a	n/a	Contract to provide a VPN network to allow shared access to the firm's file database from any of their global locations as well as remote locations.	09/30/2004	Global	Retail
Sprint	East Carolina Bank (ECB)	Financial Services	ECB is an independent, community bank whose primary business is the marketing of financial services to consumers, small businesses and agricultural customers.	n/a	Multi-year	The ECB has turned to Sprint, using infrastructure supplied by Cisco, for an IP communications system. ECB will deploy Cisco's IP Communications System powered by the Cisco Architecture for Voice, Video and Integrated Data (AVVID).	07/15/2003	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
Sprint	Electronic Arts (EA)	Technology	Electronic Arts is the world's leading interactive entertainment software company for games systems and PCs.	n/a	n/a	The agreement makes Sprint the primary global provider for all of EA's transport and conferencing needs. The portfolio includes domestic IP services, managed IP, global SprintLink™ managed IP, dedicated and switched voice, and audio conferencing.	04/30/2003	Global	Retail
Sprint	Enterprise Rent-A-Car	Travel/Hospitality/Restaurants	Enterprise Rent-A-Car is the largest rental car company in North America and is currently number 16 on the Forbes "500 Largest Private Companies in America" list.	Multi-million	5.0	Enterprise turned to Sprint to transition more than 2,000 locations from an existing satellite based network to a new ATM frame-relay data network.	01/22/2004	Global	Retail
Sprint	Equal Employment Opportunities Commission	Government	The EEOC was established to enforce the employment provisions of civil rights legislation, and has jurisdiction over the Federal government's role as an employer, public and private employers, public and private employment agencies, and labor organizations.	n/a	n/a	Contract to implement a 49-site MPLS VPN over its private IP network. This network has no connectivity with the public Internet and will be redundant to EEOC's existing frame relay network; expands on a previous contract.	08/12/2004	Domestic	Retail
Sprint	Equity One	Financial Services	Equity One is a diversified consumer lending company formed in 1989 with headquarters in Marlton, NJ. The company operates from 153 branches in 42 states and employs approximately 1,100 people.	\$1,500,000	Multi-year	Sprint will deliver a 150-site frame relay data network as well as domestic voice service and other capabilities as needed.	01/13/2003	Domestic	Retail
Sprint	Federal Bureau of Investigation (FBI)	Government		n/a	3.0	Contract to provide secure IP VPN services to FBI sites across the country to support the Digital Collection System Network (DCSNet).	10/23/2003	Domestic	Retail
Sprint	Federal Law Enforcement Training Center (FLETC), Department of Homeland Security (DHS)	Government	The FLETC serves as an interagency law enforcement training organization for more than 75 Federal agencies.	Multi-million	3.0	Sprint announced today that it has completed a new network for FLETC that included managed private network services for custom-configured equipment; Sprint Managed Security services for firewall design, implementation and management; and Sprint Managed Network services for router configuration, implementation and ongoing management.	03/01/2004	Domestic	Retail
Sprint	Federated Department Stores, Inc.	Consumer Goods	Federated is one of the nation's leading department store retailers, with annual sales of more than \$15.6 billion, under the names of Macy's, Bloomingdale's, and others.	n/a	n/a	Sprint becomes the primary provider of voice services to Federated's call centers. The services include toll-free service using network routing. This is an expansion of their relationship with Sprint.	07/07/2003	Global	Retail
Sprint	Finlay Enterprises, Inc.	Consumer Goods	Finlay Enterprises is one of the leading retailers of jewelry and the largest operator of jewelry departments in department stores in the U.S., with sales of \$931 million in 2002. Finlay had over 1,000 locations in 2003.	n/a	n/a	Sprint has become the primary data network provider for Finlay, including frame relay data and managed IP services. Finlay is also implementing a wireless data strategy using PCS Vision wireless data services from Sprint, and is testing PCS Connection Cards for about 200 employees.	08/05/2003	Domestic	Retail
Sprint	First NLC Financial Services	Financial Services	First NLC Financial Services is the nation's 28th largest subprime mortgage lender and operates in 36 states.	n/a	n/a	Agreement to provide additional communications services. Sprint has provided VoIP services for more than five years and will implement Managed Network Services and a trial of Email Protection Services.	10/01/2003	Domestic	Retail
Sprint	FleetPride, Inc.	Automotive	FleetPride is a nationwide supplier of quality parts and expert service for the trucking, fleet and heavy-equipment markets.	n/a	3.0	Sprint will deliver frame relay services, network-based IP VPN and dedicated Internet access to connect 150 of their locations in 33 states.	02/27/2003	Domestic	Retail
Sprint	Franklin County, PA	Government	County government for Franklin County, PA.	n/a	n/a	Franklin County has finished upgrading its 911 system with new equipment that will support the county's 911 needs for years to come. The new system was designed, installed and will be maintained by Sprint.	10/02/2003	Domestic	Retail
Sprint	Fry, Inc.	Technology	Fry designs, builds, integrates, hosts and manages Web-based applications for clients such as Crate and Barrel, Godiva Chocolatier, Unilever, Home & Garden Television, Food Network and many others. Online operations created by Fry generated \$1 billion in 2003. It has offices in Ann Arbor, New York and Chicago.	n/a	2.0	Contract to provide IP OC-3 bandwidth services, audio conferencing and online-presentation capabilities for the firm.	07/15/2004	Domestic	Retail
Sprint	Fujisawa Pharmaceutical Co., Ltd.	Healthcare	Fujisawa Pharmaceutical headquartered in Japan, is a research-driven pharmaceutical company.	n/a	2.0	Sprint announced today that it has installed an IP VPN for Fujisawa that will connect offices in 15 countries across 3 continents.	04/07/2004	Global*	Retail
Sprint	Galaxy Scientific Corp.	Basic Materials/Capital Goods	Galaxy's main areas of activity include aircraft safety; training; IT; airport technology and security; and airport design, construction, and operation. Galaxy had total sales of \$60 million in 2002 and employed 490 workers at locations in 5 states.	n/a	n/a	Sprint will deliver the backbone for an extensive VPN, managed internally by Galaxy. Sprint will help connect offices around the country and provide Tier One network services.	10/30/2003	Domestic	Retail

Business Contracts Won by Competitive Carriers

CLIC	Company	Industry	Detailed Description	Value	Contract Duration (Years)	Other/Comments	Release Date	Domestic/Global	Retail/Wholesale
Sprint	Gateway Learning Corp.	Education/Research	Gateway Learning has been offering a host of educational aids and resources to parents and educators for more than 15 years, including the famous "Hooked on Phonics" reading program.	na	Multi-year	Sprint was selected to manage the Hooked on Phonics toll-free number, plus an additional 440 toll-free numbers for the nationwide call center. The agreement will provide Sprint's Circuit Switch Manager and advanced billing software.	12/11/2003	Domestic	Retail
Sprint	Georgia-Pacific	Basic Materials/Capital Goods	Georgia-Pacific is one of the world's leading manufacturers of tissue packaging, paper, building products, pulp and related chemicals.	Multi-million	Multi-year	Sprint will continue to provide dedicated and VPN services, Sprint Forward collaboration services, IP VPN and voice services, audioconferencing and other voice services including enhanced toll-free services, audioconferencing and other services. Sprint is also upgrading data routing equipment. The company also will use Managed Network Services. Certain services will also take a 30-day trial of Email Protection Services.	09/09/2003	Domestic	Retail
Sprint	Genetics	Technology	With approximately 22,000 employees in over 30 countries and ongoing revenues of EUR 2.6 billion in 2003, Genentech is one of the world's leading providers of vendor-independent information and communication technology solutions and services.	na	na	After successful pilot program in 2003, Genentech will deploy nearly 1,000 Sprint PCS Connection Cards for its mobile field service force.	05/26/2004	Global	Retail
Sprint	Global Signal Inc.	Technology	Pharmacia Holdings Inc. is one of the largest wireless communications lower owners in the U.S., based on the number of towers owned.	\$1,202,000,000	32.0	Global Signal will have exclusive rights to lease or operate more than 6,500 communications towers from Sprint. The company will have the opportunity to buy the towers for \$2.3 billion at the end of the lease term.	02/14/2005	Domestic	Wholesale
Sprint	GN Store Nord	Technology	GN develops and manufactures headers for hands-free communication brands, as well as hearing aids.	\$4,000,000	3.0	Sprint has delivered IP connectivity services to GN Store Nord. The solution includes managed network services and global dial remote access. In addition, it will help the company to connect 40 locations across its own managed IP VPN.	09/22/2003	Global	Retail
Sprint	Grabel Companies, Inc.	Transportation/Shipping	Grabel Companies is one of the industry's largest household goods carriers in the U.S.	na	na	The company has Sprint to help migrate its hosting needs to a next-generation Sprint EISolutions Center.	01/09/2003	Domestic	Retail
Sprint	Harmony Health Plan	Healthcare	Harmony is the largest Medicaid managed care company in Illinois and a leading participant in Indiana.	na	Multi-year	Through the agreement, Sprint is providing long-distance voice services and audioconferencing solutions.	06/16/2003	Domestic	Retail
Sprint	Harris Corporation (For the NOA)	Government	Harris Corporation is a leader in satellite communications equipment and integrated network control and support systems.	\$1,500,000	1.0	Sprint announced that Harris awarded Sprint a contract to provide private line and frame relay services to support a key NOA program, the Initial Joint Polar-orbiting Operational System (IJOSS).	11/06/2003	Global	Retail
Sprint	Hawaii HomeLoans	Financial Services	Hawaii HomeLoans is a start-up mortgage bank based in Honolulu.	na	na	Sprint has equipped all of the company's sales staff and senior management with PCS phones and PCS Connection Cards.	04/28/2003	Domestic	Retail
Sprint	Hickman Mills C-1 School District	Government	Kansas City, MO school district.	Multi-million	5.0	Agreement to upgrade the school's existing IP network infrastructure to allow for greater internet speeds and increased bandwidth. Sprint will connect the district's 14 schools and district office over a fiber WAN utilizing a Cisco Gigabit Ethernet solution.	06/21/2004	Domestic	Retail
Sprint	Highlands County, FL Schools	Education/Research	School district for Highlands County, FL.	\$2,500,000	7.0	Sprint will network together the district's 15 schools and district office over a fiber network at 100 mbps Ethernet speed. The speed of the old network was 1.5 mbps.	09/09/2003	Domestic	Retail
Sprint	Hitachi Data Systems	Technology	Hitachi Data Systems is a wholly-owned subsidiary of Hitachi, Ltd., a leading global electronics manufacturer for consumer and enterprise products.	na	3.0	Hitachi Data Systems will be using domestic Sprint for DSL and audio conferencing products.	03/12/2003	Global	Retail
Sprint	Horace Mann Educators Corp.	Financial Services	Horace Mann is the largest national multiple insurance company focusing on educators' financial needs, and provides retirement annuities, life insurance, property/casualty insurance, and other financial solutions.	na	3.0	Contract to provide data and wireless services to its home office as well as six Regional Claims Offices throughout the United States. In addition, this deal provides the opportunity to become a major provider of wireless services to Horace Mann in the future.	10/04/2004	Domestic	Retail
Sprint	Horizon Beverage	Consumer Non-Cyclical	Horizon Beverage was started in 1933, and today is the largest alcohol distributor in New England, with operations in Massachusetts, Rhode Island, New Hampshire, Vermont and Maine.	na	na	Horizon Beverage has incorporated multiple wireless solutions from Sprint into various facets of its business in an effort to set itself apart from competitors.	05/10/2004	Domestic	Retail
Sprint	L.L.C (HBS)	Technology	Hotel Booking Solutions is a fast-growing, global hotel booking software company.	na	na	Sprint announced that HBS will host its critical applications and channel management infrastructure in the Sprint EISolutions Center in Dallas.	04/18/2003	Domestic	Retail
Sprint	Hub International Limited	Financial Services	Hub International is a leading North American insurance provider that provides an array of property, life and health benefits.	na	na	Hub International selected Sprint to help it consolidate its U.S. communications services, simplify the process of bringing different organizations together and ultimately save the company money on its communications costs.	09/23/2003	Domestic	Retail

Business Contracts Won by Competitive Carriers

Carrier	Company	Industry	Detailed Description	Value	Contract Duration (Years)	Other/Comments	Release Date	Domestic/Global	Retail/Wholesale
Sprint	Hyatt Corp	Travel/Hospitality/Restaurants	Currently, there are 207 Hyatt hotels and resorts around the world.	n/a	Multi-year	Agreement with Hyatt to provide operator services to 105 hotels and resorts in the U.S.	11/09/2003	Domestic	Retail
Sprint	Imagistics International Inc.	Technology	Imagistics offers document imaging solutions, including copiers and fax machines. Their sales and service network is located throughout the U.S. and UK. Imagistics is a member of the S&P SmallCap 600 Index and is headquartered in Trumbull, CT.	n/a	n/a	Deploying a Novarra Wireless Web Server. Imagistics has joined the growing list of companies using PCS Clear Wireless Workforce solutions from Sprint in combination with Handspring's Treo products.	08/18/2003	Domestic	Retail
Sprint	InsCine, Inc.	Healthcare	InsCine is the nation's leading provider of medical image archiving.	n/a	n/a	Index Web, a digital image storage solution, is managed and hosted by Sprint, which allows healthcare providers to exchange medical images over the Internet anywhere in the world.	02/10/2003	Domestic	Retail
Sprint	Intrawest Corporation	Miscellaneous Services	Intrawest is the world's leading developer and operator of village-centered resorts. The company owns or controls 10 mountain resorts, as well as resorts in Florida.	n/a	n/a	Intrawest selected Sprint to provide high-speed wired and wireless Internet access at the Viera Hotel Condominium. Sprint will also provide local, long-distance, wireless and payphone services.	06/25/2003	Domestic	Retail
Sprint	Integrated Medical Systems International, Inc. (IMS)	Healthcare	IMS provides services, education, and consultation for over 1,500 different types of medical equipment and accessories. It services over 2,500 hospitals in all 50 states.	n/a	n/a	IMS chose Sprint to upgrade the company from traditional dial-up services to Network-based IP VPN. IMS has also been equipping its mobile workforce with PCS Connection Cards, which enables high-speed, nationwide wireless connectivity via the Sprint's nationwide network.	07/08/2003	Domestic	Retail
Sprint	Jarvis Entertainment Group, Inc.	Technology	Based in Houston, TX, Jarvis is an Internet technology and entertainment holding company engaged in a variety of business segments including entertainment, virtual reality, network and IT.	n/a	Multi-year	With its unique 40,000 sq. ft. data center underground in a former nuclear fallout shelter, Jarvis Entertainment Group inked a Sprint for implementation of advanced long distance services.	06/17/2003	Domestic	Retail
Sprint	Jeffries & Company, Inc.	Financial Services	Jeffries & Company is a full-service investment bank and institutional securities firm. It employs more than 1,350 people in 21 offices worldwide.	n/a	n/a	Sprint will deliver global voice and data services over an advanced ATM network. Sprint already provides Jeffries with domestic ATM services.	04/03/2003	Global	Retail
Sprint	J-M Manufacturing Company, Inc.	Basic Materials/Capital Goods	J-M continues to be the largest producer of plastic pipe in the United States and in the world. J-M was formed in 1982 and through acquisitions has expanded its operations in AZ, TX, CA, LA, MN, PA and GA.	n/a	Multi-year	Contract to deliver new services to J-M's call center and provide integrated communications capabilities to plants around the country.	12/02/2003	Domestic	Retail
Sprint	KH&S Contractors	Basic Materials/Capital Goods	KH&S Contractors is the nation's second largest wall and ceiling contractor and the nation's leading theme contractor.	n/a	3 0	Sprint will deliver IP intelligent frame relay network-based IP and firewall services.	04/04/2003	Domestic	Retail
Sprint	Landmark Education	Education/Research	Landmark Education is a global educational enterprise that provides innovative personal growth and development programs to individuals, organizations, communities, and institutions. It has 60 offices in 21 countries.	n/a	n/a	The agreement will deliver a range of high-speed technologies, including voice and collaborative services. Sprint's network will link Landmark's 750 course leaders worldwide and its corporate offices. Sprint also will provide enhanced and interactive toll-free services and FonCards.	01/30/2003	Global	Retail
Sprint	Lands End	Consumer Goods	Lands End, a subsidiary of Sears, Roebuck and Co., is a direct merchant of clothing and home products offered through specialty catalogs.	Multi-million	Multi-year	Agreement to provide call center infrastructure and frame relay services for their domestic stores and international call centers. This includes dynamic network routing and frame relay services to their 16 stores, as well as their international call centers located in the UK, Germany and Spain.	08/28/2003	Global	Retail
Sprint	Lee Memorial Health System (LMHS)	Healthcare	LMHS is a leading provider of health care in Southwest Florida. It has more than 5,800 employees, 3,000 physicians serving patients within 5 hospitals.	n/a	Multi-year	Agreement to build and monitor a gigabit Ethernet network connecting system facilities. LMHS will implement a system on the network so patient images and records to be transferred among facilities.	08/04/2003	Domestic	Retail
Sprint	Lenoir County Schools	Education/Research	The school district for Lenoir County, NC.	n/a	n/a	Lenoir County Schools will deploy Sprint TechNet IP, a web-based technology, at 4 local schools.	04/15/2003	Domestic	Retail
Sprint	Loomis Fargo & Co.	Financial Services	The Houston-based company is the North American division of Sweden's Securitas AB. Loomis has operations in 240 locations in the United States and Puerto Rico providing armored transport, ATM-related services and cash-processing services.	n/a	3 0	Loomis selected Sprint to deliver a range of IP services, including a new Frame Relay and IP data network, wireless voice and data services, and anti-spam protection.	08/23/2004	Domestic	Retail
Sprint	Louisville Regional Airport Authority (LRAA)	Government	Local agency responsible for managing the Louisville International Airport.	n/a	Multi-year	Contract to implement and operate Wi-Fi services at Louisville International Airport (LVA).	06/30/2004	Domestic	Retail

CLEC	Company	Industry	Detailed Description	Value	Contract Duration (Years)	Other/Comments	Release Date	Domestic/Global	Wholesale/Retail
Sprint	Madison County, VA	Government	County government for Madison, VA.	n/a	n/a	Madison County has finished implementation of a new Enhanced 911 (E-911) system that was designed, installed and maintained by Sprint. It will eventually allow dispatchers to quickly and precisely locate callers using wireless phones.	09/10/2003	Domestic	Retail
Sprint	Mandalay Resort Groups	Travel/Hospitality/Restaurants	Mandalay Resort Group owns and operates 11 properties in Nevada, in addition to partial stakes in various other casinos and resorts across the country.	n/a	n/a	Sprint will connect its properties into one seamless network with built in fault tolerance and high network availability, anchored by a Nortel's Optical Ethernet backbone.	04/28/2003	Domestic	Retail
Sprint	Mandarin Oriental Group	Travel/Hospitality/Restaurants	Mandarin Oriental is the owner and operator of some of the world's most prestigious hotels.	n/a	Multi-year	Agreement to provide a voice and data IP communications system at the soon-to-open Mandarin Oriental, Washington D.C. hotel.	11/09/2003	Domestic	Retail
Sprint	Manitowoc Company, Inc	Basic Materials/Capital Goods	The Manitowoc Company is one of the world's leading providers of lifting equipment for the global construction industry. It also manufactures commercial refrigeration equipment and provides shipbuilding and repair.	Multi-million	Multi-year	Agreement to deliver new voice and data solutions to their offices and facilities in more than 20 countries worldwide. This fully integrated, global IP network will also include managed network services (MNS) from Sprint providing a secure and reliable managed network.	07/02/2003	Global*	Retail
Sprint	Medline Industries Inc.	Healthcare	Medline is the largest privately held national manufacturer of medical supplies in the U.S.	n/a	2.0	Sprint provided Medline with wireless connectivity to the enhanced Sprint Nationwide PCS Network through a two-year agreement that also included 2,500 Sprint PCS Connection Cards and Sprint PCS Phones to the company.	06/02/2004	Domestic	Retail
Sprint	Misys Healthcare Systems	Healthcare	Misys, one of the top five healthcare IT companies in North America, develops and supports software and services.	n/a	Multi-year	Under the agreement, Sprint will deploy nationwide data, wireless, wireline-voice, audio-conferencing and IP services.	06/15/2004	Domestic	Retail
Sprint	Monster Worldwide Technologies, LLC	Miscellaneous Services	Monster is the leading global online careers property. The company also owns TMP Worldwide, the world's largest Yellow Pages advertising agency.	n/a	Multi-year	Monster has renewed their communications agreement with Sprint to serve as the company's primary wireless voice and data carrier for U.S.-based employees.	05/12/2004	Domestic	Retail
Sprint	National Asset Recovery Services, Inc. ("NARS")	Financial Services	NARS is a St. Louis-based receivables management company. NARS services accounts nationwide and is ranked among the top consumer collection agencies registered in the U.S.	Multi-million	n/a	Agreement to provide voice and data services to its new call center in Jamaica. Sprint has installed domestic and international Private Line services that will enable NARS to deliver high-quality services.	08/07/2003	Global	Retail
Sprint	National Federation of Coffee Growers of Colombia (FNC)	Consumer Non-Cyclical	The National Federation of Coffee Growers of Colombia, a non-profit organization, represents 560,000 Colombian coffee growers and markets the Juan Valdez and 100% Colombian Coffee brands. The company is currently expanding its efforts to include a national chain of coffee houses.	n/a	Multi-year	Contract to provide a bundle to the new Juan Valdez Cafe coffee house chain in the United States. That includes local, long-distance, Internet and Wi-Fi service to the recently launched locations in New York City and D.C., and it is anticipated that Sprint will be the provider for an additional 25 store openings planned across the country.	09/29/2004	Domestic	Retail
Sprint	Navigance Technologies Group	Technology	The mission of Navigance is to develop security solutions to a number of vertical markets beginning with Aviation.	n/a	n/a	Sprint was selected to provide advanced wireless communication and video security monitoring capabilities for the nation's General Aviation (GA) airports and facilities. Under the agreement, Sprint will provide a high-speed WLAN, associated equipment and IP transport services.	10/07/2003	Domestic	Retail
Sprint	Navy Exchange Service Command (NEXCOM)	Government	The Navy Exchange Service Command is headquartered in Virginia and employs over 16,000 in over 100 locations worldwide. It provides a range of goods, from food to electronics, often at subsidized rates, as well as telecommunications offerings for military personnel.	\$25,000,000	n/a	Worth \$25 million annually; NEXCOM selected Sprint to provide communications services to personnel at 93 Navy, Marine Corps and Coast Guard bases in the United States and Puerto Rico. Sprint will provide communications bundles for service personnel in bachelor quarters, transient quarters and Navy Lodges, including long-distance and local telephone services as well as broadband Internet access via DSL, expands on an existing contract for 12 naval bases Sprint currently serves.	11/04/2003	Domestic	Retail
Sprint	NetTest	Business Services	NetTest is a leading supplier of test and measurement instruments and network monitoring solutions for communications networks. NetTest's products are sold in over 70 countries.	n/a	3.0	Sprint built an IP network for Denmark's NetTest to connect domestic and international facilities to the Sprint global IP network.	09/24/2003	Global	Retail
Sprint	New Balance Athletic Shoe, Inc.	Consumer Goods	New Balance is a leading manufacturer of footwear and athletic apparel. The company employs 2,400 people around the globe, and in 2002 reported worldwide sales of \$1.3 billion.	n/a	Multi-year	New Balance will consolidate various network and communications services on a single network. Sprint will deliver global and domestic IP, VoIP services, and global and domestic managed IP-VPN services. Sprint is also installing a domestic frame relay data network.	05/12/2003	Global	Retail
Sprint	Oak Ridge Schools, TN	Education/Research	School district for Oak Ridge county Tennessee.	n/a	n/a	Agreement with Oak Ridge Schools to implement a VoIP solution that will place the voice and data services for the seven schools and administrative office on the same network.	04/28/2003	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
Sprint	Oakwood Homes Corporation	Basic Materials/Capital Goods	Oakwood and its subsidiaries are engaged in the production, sale, financing and insuring of manufactured housing throughout the U.S.	\$2,800,000	2.0	Through this agreement, Sprint has implemented a variety of services including long-distance voice, audio conferencing, IP, frame relay and managed network services	10/30/2003	Domestic	Retail
Sprint	Oakwood Worldwide	Miscellaneous Services	Oakwood Worldwide is the largest global provider of corporate housing and a leader in apartment management. The company manages a \$2 billion portfolio, with locations throughout the U.S., the U.K. and Asia.	n/a	2.0	Agreement to provide Oakwood with wireless connectivity with approximately 60 PCS Connection Cards by Novatel Wireless to Oakwood's sales force; Sprint is currently Oakwood's premiere wireless voice provider and has provided E-mail Protection since December 2003.	06/21/2004	Global	Retail
Sprint	Océ	Business Services	Océ is a supplier of digital document management and delivery technology and a range of consulting and outsourcing solutions. Revenues were \$1.3 billion for 2002.	\$4,500,000	3.0	Sprint is providing toll-free long-distance, switched and dedicated voice services, long-distance calling cards, ISDN, managed network services, frame relay and dedicated IP to domestic locations of Océ.	07/21/2003	Domestic	Retail
Sprint	Omnicare, Inc.	Healthcare	Omnicare, Inc. is a leading provider of pharmaceutical care for the elderly, with 950,000 beds across 47 states.	n/a	n/a	Sprint is providing managed network services to 100 Omnicare sites that provide services to skilled nursing facilities, assisted-living communities and other institutional healthcare settings across the country.	04/24/2003	Domestic	Retail
Sprint	Oracle	Technology	Oracle is the world's largest enterprise software company.	\$9,000,000	Multi-year	\$9 million per year; agreement will integrate Oracle's U.S. networking backbone into one infrastructure and enable Oracle's employees access to software and business applications online.	03/04/2003	Domestic	Retail
Sprint	Overhead Door Corp.	Basic Materials/Capital Goods	The Overhead Door Corporation is the nation's leading manufacturer of upward-acting doors and openers for residential, commercial and industrial construction applications.	n/a	n/a	Under the agreement, Sprint provides frame relay and managed IP for data services, all nationwide voice services including conferencing. All wireless voice and data services; and a new Sprint PCS Data Link connection.	06/15/2004	Domestic	Retail
Sprint	Oxford Health Plans, Inc.	Healthcare	Oxford provides health plans to employers in NY, NJ and CT. Oxford's services include traditional health maintenance organizations, point-of-service plans, third-party administration of employer-funded benefit plans and Medicare+Choice plans.	n/a	Multi-year	The agreement makes Sprint the prominent voice and data carrier for Oxford and includes all voice services such as 800 and private line service, a voice VPN, a frame relay data network, audio-conferencing, and other wireless voice and data services.	08/26/2003	Domestic	Retail
Sprint	Pacesetter Corp.	Basic Materials/Capital Goods	Pacesetter is one of the largest private manufacturers of home improvement products in America, such as windows, doors and siding.	Multi-million	3.0	Contract to provide voice and data services for more than 60 Pacesetter locations nationwide, including long-distance and toll-free voice services as well as frame relay data services.	09/02/2003	Domestic	Retail
Sprint	Pitt County Memorial Hospital, Greenville, NC	Healthcare	Pitt County Memorial Hospital is the primary teaching hospital for the Brody School of Medicine at East Carolina University.	\$5,100,000	5.0	Sprint, using Nortel equipment, is providing a communications solution that includes two PBX systems, Nortel CallPilot voicemail and messaging, Nortel Symposium Contact Center solutions and on-site maintenance.	09/09/2003	Domestic	Retail
Sprint	Pitt County Schools, Greenville, NC	Education/Research	School district for Pitt County, NC	\$1,800,000	n/a	Sprint, using Nortel IP Telephony equipment, will provide five schools in the Pitt County district and the Board of Education office with VoIP telephony solutions. Each school will have telephones with messaging capability in every classroom.	08/01/2003	Domestic	Retail
Sprint	Pitt County Schools, Greenville, NC	Education/Research	School district for Pitt County, NC	n/a	n/a	Sprint is providing two schools in district with its Empowered Education Desktop and Elementary Curriculum Pack.	10/22/2003	Domestic	Retail
Sprint	PRIDE Enterprises	Miscellaneous Services	PRIDE Enterprises is a manufacturing and services company that trains approximately 3,500 inmates a year in a secure prison environment providing on-the-job training, job placement and support for ex-offenders.	n/a	3.0	Sprint worked with Cisco to implement SprintLink Frame Relay services to 40 PRIDE offices and facilities in Florida. Sprint also provides managed network services for the frame relay network, including performance monitoring and proactive troubleshooting.	11/12/2003	Domestic	Retail
Sprint	Raytown Quality Schools, Missouri	Education/Research	School district for Raytown county, Missouri.	n/a	n/a	Sprint implemented a VoIP solution at 14 schools and administrative offices, converging voice and data on the same network.	07/08/2003	Domestic	Retail
Sprint	Receivable Management Services Corporation (RMS Corp.)	Financial Services	The RMS Corp., headquartered in Bethlehem, PA with operations in the U.S., Mexico, Canada, India and Hong Kong, is a leading global supplier of receivable management services, from electronic bill presentation through outsourcing.	n/a	n/a	Sprint has recently completed the implementation of new voice services that will connect RMS Corp.'s call centers around the country and link offices in the U.S., Hong Kong, India, Canada and Mexico.	04/14/2004	Global	Retail
Sprint	Relizon	Business Services	Relizon provides document management, billing, and relationship marketing services. It has served more than 12,900 customers across a wide variety of industries, and is headquartered in Dayton, OH.	\$4,000,000	4.0	Relizon has chosen to use Sprint products to connect more than 100 facilities nationwide including VPN, IP, frame relay, toll-free long distance and Foncards; expands on a previous agreement.	08/12/2003	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
Sprint	Reunion Resort & Club of Orlando	Travel/Hospitality/ Restaurants	Reunion Resort & Club of Orlando will be a mix of rental homes, full-time residences, second homes and vacation ownership units, with an estimated build-out value of more than \$2 billion and 8,000 total units.	Multi-million	Multi-year	Sprint will build a fiber-to-the-home network infrastructure allowing Reunion Resort to provide residents and visitors with voice services and high-speed data access with connections at speeds up to 1.5 mbps.	04/08/2003	Domestic	Retail
Sprint	Salt Lake City International Airports	Government	The airfield consists of three air carrier runways and a general aviation runway. There are two terminals, five concourses and 70 aircraft gates.	n/a	n/a	Sprint will provide Salt Lake City (SLC) airport visitors with Sprint PCS/SM Wi-Fi Access, a high-speed wireless data service.	04/15/2004	Domestic	Retail
Sprint	SchlumbergerSema	Technology	SchlumbergerSema is the IT business segment of global technology services company Schlumberger Limited.	Multi-million	3.0	Sprint will deliver a multisite frame relay network to carry internal and external communications for the company in the U.S. The company also purchased PCS wireless services, and is implementing a system of wireless data services.	04/25/2003	Domestic	Retail
Sprint	Schneider National	Transportation/ Shipping	Schneider National is a transportation and logistics services provider and North America's largest truckload carrier, and is headquartered in Green Bay, Wisconsin.	Multi-million	Multi-year	Agreement to deliver voice, interactive toll-free and frame relay services as its primary provider.	09/25/2003	Domestic	Retail
Sprint	Sierra Health Services, Inc.	Healthcare	Sierra Health Services is a Las Vegas-based health care services company with more than 1.2 million customers.	\$1,000,000	3.0	Sprint will provide Ethernet Services at 14 Sierra Health sites throughout Las Vegas.	03/19/2003	Domestic	Retail
Sprint	Smithfield Foods	Consumer Non-Cyclical	With annualized sales of \$9 billion, Smithfield Foods is a leading processor and marketer of fresh pork, beef and processed meats in the U.S., as well as the largest producer of hogs.	n/a	4.0	Extends previous two-year contract for Sprint to provide voice, frame relay, IP, Dial IP, switched digital, audio and video conferencing and wireless services, in addition to Email Protection Services.	01/12/2004	Domestic	Retail
Sprint	Southwest Airlines	Transportation/ Shipping	Southwest Airlines, the fourth largest domestic carrier in terms of Customers boarded, currently serves 38 cities in 30 states. Based in Dallas, Southwest currently operates more than 2,800 flights a day.	n/a	3.0	The agreement includes voice services to connect Southwest Airlines' Reservation Centers. Sprint also will deliver high-speed, frame relay data services to connect Southwest's corporate sites and to provide back-up connectivity to airports around the country.	01/16/2003	Domestic	Retail
Sprint	Starwood Hotels & Resorts Worldwide, Inc.	Travel/Hospitality/ Restaurants	Starwood is a leading hotel with more than 750 properties in more than 80 countries and 105,000 employees. It owns and operates the St. Regis, Sheraton, Westin, and W brands, among others.	n/a	Multi-year	Agreement with Starwood Hotels & Resorts Worldwide to provide operator services to its properties in the United States.	07/21/2003	Domestic	Retail
Sprint	State of Alabama	Government		\$3,700,000	5.0	Alabama awarded Sprint a Telecommunications Relay Services (TRS) contract to provide assistive communications services to the deaf and hard of hearing within the state. Sprint replaces AT&T as the state's official provider of TRS, and deliver nearly 137,500 minutes each month.	01/07/2004	Domestic	Retail
Sprint	State of Arkansas	Government		n/a	1.0	The contract will allow Arkansas state agencies to gain access to wireless voice and data services and devices, including PCS Vision Phones and Connection Cards	04/14/2004	Domestic	Retail
Sprint	State of Arkansas	Government		n/a	3.0	Telecommunications Relay Services (TRS) contract to provide a variety of assistive communications services to the deaf and hard of hearing within the state. Sprint replaces SBC as the state's official provider of TRS, and will deliver nearly 90,000 minutes each month.	11/26/2003	Domestic	Retail
Sprint	State of Hawaii	Government		n/a	n/a	Sprint, which replaces Verizon as the state's provider of TRS, is launching new relay services to allow Hawaii residents who are deaf. There is no charge to individuals for using the new services.	07/01/2003	Domestic	Retail
Sprint	State of Maryland	Government	The Maryland state government has more than 97,000 employees and a budget of almost \$26 billion.	\$2,400,000	5.0	Contract by the Maryland Department of Budget and Management to provide Sprint Dedicated Internet Access and hosting services for all state agencies.	08/24/2004	Domestic	Retail
Sprint	State of Massachusetts	Government	The state has a population of more than 6 million and a government budget over \$25 billion.	n/a	n/a	Sprint acquired contract from Vista Information Technologies to be the provider for Verizon's Massachusetts Telecommunications Relay Services (TRS); contract since July 2003.	04/05/2004	Domestic	Retail
Sprint	State of Massachusetts (Vista Information Technologies, Inc.)	Government	Vista Information Technologies is a leader in the emerging field of Customer Interaction Solutions, and an expert in converged communication services, including voice, VOIP, wireless, e-commerce systems, among others.	n/a	2.0	2 year contract, with 2 1-year options, for Sprint to provide for Vista, the contracted provider for TRS for the deaf in Massachusetts, a relay software platform as well as extensive data and voice services for VISTA's relay efforts in the state.	07/01/2003	Domestic	Retail
Sprint	State of Minnesota	Government	The Minnesota state government has nearly 40,000 employees and a \$30 billion budget.	Multi-million	3.0	Contract to provide enhanced data connectivity that will enable access to the various state websites, and allow them to enhance web applications based on the needs of the agencies and constituents.	09/20/2004	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
Sprint	State of Mississippi	Government		n/a	Multi-year	Communications agreement that will make Sprint the official provider of Telecommunications Relay Service (TRS) within the state, replacing former contract holder AT&T.	04/14/2003	Domestic	Retail
Sprint	State of Missouri	Government		Multi-million	3.0	Contract to be its provider of TRS for the deaf. Sprint was the incumbent provider of relay services for the state, previously winning contract awards in 1991 and 1996.	06/23/2003	Domestic	Retail
Sprint	State of Montana	Government		Multi-million	Multi-year	Makes Sprint the sole provider of all the state's voice traffic, including dedicated and switched inbound and outbound voice traffic, operator, calling card and directory services.	03/12/2003	Domestic	Retail
Sprint	State of New York	Government		n/a	1.0	Agreement to provide wireless voice and data equipment and services.	06/30/2004	Domestic	Retail
Sprint	State of New York	Government		\$36,000,000	4.0	New York State's telecommunications carriers have awarded Sprint a Telecommunications Relay Services (TRS) contract to provide assistive communications services to deaf, hard-of-hearing and speech-disabled citizens on behalf of the state's telecommunications industry. Contract existed since 1997.	02/24/2004	Domestic	Retail
Sprint	State of North Dakota	Government		n/a	3.0	Telecommunications Relay Services (TRS) contract to provide about 24,000 minutes per month of assistive communications services to individuals who are deaf or hard of hearing or who have a speech disability within the state.	06/17/2004	Domestic	Retail
Sprint	State of North Dakota	Government		n/a	3.0	Agreement with North Dakota that makes Sprint the sole provider of all the state's toll-free traffic. The previous contract holder was AT&T. The agreement will allow Sprint to deliver voice services for North Dakota's 200-plus toll-free lines.	09/19/2003	Global	Retail
Sprint	State of Oklahoma	Government		n/a	2.0	Contract by OneNet, the State of Oklahoma's official telecommunications network, to provide wireless voice and data devices and solutions, including PCS Business Connection Enterprise Edition, PCS Ready Link and PCS Data Link.	06/30/2004	Domestic	Retail
Sprint	State of Oregon	Government		\$2,850,000	2.0	Telecommunications Relay Services (TRS) contract to continue providing assistive communications services to individuals who are deaf, hard of hearing, or with a speech disability within the state. This marks the fourth consecutive time the state of Oregon has selected Sprint to provide TRS.	06/07/2004	Domestic	Retail
Sprint	State of Texas	Government	The state of Texas has a population of more than 22 million. Its government has numerous agencies and an annual budget of about \$31 billion.	n/a	2.0	Contract to provide dedicated and dial IP (Internet Protocol) secure, high-speed data services for state agencies.	09/24/2004	Domestic	Retail
Sprint	State of Texas	Government	The state of Texas has a population of more than 22 million. Its government has numerous agencies and an annual budget of about \$31 billion.	n/a	2.0	Agreement to provide collaborative services to the various state agencies to enhance their communication options. Sprint's collaborative service portfolio includes audio conferencing and Sprint Online Presenter. Sprint already is providing a variety of wireless voice and data services for Texas state agencies, as well as Sprint Managed SecuritySM Services.	07/14/2004	Domestic	Retail
Sprint	State of Texas	Government	The state of Texas has a population of more than 22 million. Its government has numerous agencies and an annual budget of about \$31 billion.	n/a	2.0	Contract to provide Sprint Managed Security Services to assist various state agencies in maintaining the integrity of critical data and information.	05/12/2004	Domestic	Retail
Sprint	State of Texas	Government	The state of Texas has a population of more than 22 million. Its government has numerous agencies and an annual budget of about \$31 billion.	n/a	2.0	Contract to provide wireless voice and data devices and solutions, including PCS Business Connection Enterprise Edition, PCS Ready Link and Data Link.	04/14/2004	Domestic	Retail
Sprint	State of Texas - UT System M. D. Anderson Cancer Center	Healthcare	Since 1941, the Anderson Cancer Center has been located on the University of Texas campus in Houston. Today it's rated as one of the top cancer hospitals in the country by the U.S. News & World Report and has 14,000 employees.	n/a	2.0	Agreement to provide Sprint Switched Digital Services and international and domestic long-distance services for M. D. Anderson Cancer Center to enable their video-conferencing service.	04/22/2004	Domestic	Retail
Sprint	State of Virginia	Government		n/a	n/a	A contract to deliver unique online education content to K-12 schools statewide via the company's Empowered Education Desktop solution.	01/22/2004	Domestic	Retail
Sprint	State of West Virginia	Government	WVNET provides computing and communications services for government and education in West Virginia.	n/a	n/a	Sprint is now providing Internet access to the WVNET through a new contract. Sprint displaces Verizon through this agreement.	01/29/2004	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
Sprint	Station Casinos, Inc.	Travel/Hospitality/ Restaurants	Station Casinos owns and operates various restaurants, hotels, entertainment venues, and traditional casinos in Las Vegas.	\$1,500,000	3.0	Agreement to deliver advanced data and video communications services and equipment to all Station Casinos properties and corporate offices. Sprint designed a Gigabit Ethernet solution for Station, and there's a parallel video Ethernet network on the same infrastructure.	07/08/2003	Domestic	Retail
Sprint	Stryker Corporation	Healthcare	Stryker manufactures surgical and medical products worldwide, including reconstructive implants, powered surgical instruments, patient care and handling equipment and provides outpatient physical therapy services in the U.S. Its net sales were \$3 billion in 2002.	n/a	2.0	Building on a long-term relationship of more than 10 years, Sprint announced an extension of its relationship with Stryker as the primary voice and frame relay data connectivity provider for locations throughout the United States.	09/16/2003	Domestic	Retail
Sprint	Sun City Summerlin	Miscellaneous Services	Sun City Summerlin is home to over 14,000 residents from all parts of the United States and consists of approximately 7,800 homes, three golf courses and extensive recreation facilities.	n/a	5.0	Agreement to upgrade the Las Vegas master-planned community's communications network. The new services will place Sun City's golf courses, restaurants, community centers and administrative offices onto the same network.	08/26/2003	Domestic	Retail
Sprint	Superior Essex Inc.	Basic Materials/Capital Goods	The Company is a leading manufacturer and supplier of communications wire and cable products to telephone companies, distributors and system integrators and rugged wire for motors, transformers, generators and electrical controls.	n/a	n/a	Sprint is delivering a range of Managed Network Services, including both network-based and CPE-based IP VPNs. Sprint also is delivering dedicated and dial IP services and all domestic and global voice services to Superior Essex.	01/22/2004	Global	Retail
Sprint	SWIFT	Technology	SWIFT is an industry-owned cooperative that provides secure messaging services and interface software for 7,500 financial institutions worldwide. The SWIFT community includes banks, broker/dealers and investment managers.	n/a	n/a	Sprint has renewed its 10-year relationship with SWIFT. Sprint will provide International Private Lines (IPLs) to the SWIFT Backbone Network at nodes in Europe, Asia and the U.S.	09/18/2003	Global	Retail
Sprint	SYSCO Corp.	Consumer Non-Cyclical	SYSCO is the largest foodservice marketing and distribution organization in North America, generating sales of \$24.7 billion for 2002. The company's 147 locations in the U.S. and Canada provide services to about 415,000 customers.	\$19,000,000	2.3	The agreement focuses on data services, such as VPN and frame relay, that serve as the backbone for SYSCO's industry-leading communications systems and applications; extends a relationship between the two companies for more than 18 years.	07/31/2003	Domestic	Retail
Sprint	Taiyo Yuden	Technology	Taiyo Yuden, a \$1.3 billion worldwide manufacturer of surface mount and leaded passive components, power electronics modules and power supplies, operates factories in 7 countries.	n/a	Multi-year	The agreement is for VoIP services as well as international frame relay data services and includes equipment from Cisco to completely upgrade the voice and data network.	10/28/2003	Global	Retail
Sprint	Targus, Inc.	Consumer Goods	Targus is a leading provider of products geared to accommodate the mobile-computing lifestyle.	Multi-million	3.0	Sprint will deliver security services and managed hosting, including enterprise resource planning, Internet, intranet, extranet, reports and shipping applications.	03/03/2003	Domestic	Retail
Sprint	TeleSpectrum, Inc.	Business Services	TeleSpectrum is a provider of multi-channel customer contact management solutions for Global 1,000 companies. The Company is headquartered in King of Prussia, PA employs about 3,500 people.	n/a	n/a	TeleSpectrum has implemented Sprint Email Protection Services; the company already uses a range of other Sprint voice and data services to power its communications infrastructure.	02/09/2004	Domestic	Retail
Sprint	Texas School for the Deaf	Education/Research		Donated	1.0	The customized solution includes Sprint Relay Online and Sprint Video Relay, powered by Communication Service for the Deaf (CSD). Sprint Empowered Education Desktop provides web-based access to a comprehensive listing of high-quality educational curriculum and learning tools.	10/22/2003	Domestic	Retail
Sprint	The Columbia House Company	Consumer Goods	The Columbia House Company is the world's largest direct marketer of music, videos and DVD home entertainment products. It has approximately 11 million club members in the U.S. and Canada.	Multi-million	3.0	Sprint became the sole provider of voice cts to the call center in Terre Haute, IN. The services include enhanced and interactive voice services, in addition to voice services for the company's headquarters in New York.	01/27/2003	Domestic	Retail
Sprint	The March of Dimes	Healthcare	The March of Dimes is a national voluntary health agency whose mission is to improve the health of babies by preventing birth defects and infant mortality.	n/a	3.0	The agreement includes frame relay data and DSL data services, dial IP, dedicated IP and networked IP Internet services, as well as voice and teleconferencing. The March of Dimes is also purchasing wireless services.	05/15/2003	Domestic	Retail
Sprint	The Northern Trust Company	Financial Services	Northern Trust is a multi-bank holding company with worldwide locations. As of Dec. 2003, Northern Trust had \$2.2 trillion in assets under custody and \$478.6 billion in assets under management.	n/a	n/a	Northern Trust has implemented Sprint Email Protection Services to block spam, fight viruses and help maintain the integrity of corporate messages.	04/12/2004	Global	Retail

CLIC	Company	Industry	Detailed Description	Value	Contract Duration (Years)	Other/Comments	Release Date	Domestic/Global	Wholesale/Retail
Sprint	The Parry, Inc.	Consumer Non-Cyclical	Headquartered in Sanford, NC, The Parry is the leading convenience store operator in the southeastern U.S.	Multi-million	Multi-year	Sprint is providing dedicated and switched voice and private line services to connect The Parry's more than 1,200 stores across the Southeast United States.	08/20/2003	Domestic	Retail
Sprint	The PREMIER COLLECTION	Automotive	The Premier Collection is a group of eleven luxury automobile franchises located in NY and CT. It has 350 employees and annual sales of approximately \$240 million.	n/a	Multi-year	Agreement to provide and completely manage a new suite of IP-VPN services. This fully integrated, global IP network will also include managed network services from Sprint providing a secure and reliable managed network.	10/02/2003	Domestic	Retail
Sprint	Time Warner Cable	Communications Services	Time Warner Cable owns and manages cable systems serving 10.9 million subscribers in 27 states.	n/a	n/a	Sprint will help enable TWC to offer VoIP service to subscribers in 17 markets. Sprint will also carry LD traffic for Time Warner residential customers and provide number telephone services such as 911 service, relay systems and operator services.	12/08/2003	Domestic	Wholesale
Sprint	Transpinal Resource Center (TRC) of Maryland	Healthcare	The TRC of Maryland, incorporated in 1991, is a not-for-profit health service organization that provides organ procurement and tissue bank services throughout the nation. The department has 4,500 employees and a \$71.5 billion budget.	n/a	Multi-year	Sprint will provide PCS Connection Cards by Novatel Wireless for TRC's personnel to use with laptops when conducting on-site evaluations and coordination of organ donor suitability.	08/25/2003	Domestic	Retail
Sprint	Tri-Chem Corporation	Basic Materials/Capital Goods	Tri-Chem Corporation is a housing and sealant, coating and industrial cleaning products and services company.	n/a	n/a	Agreement for Sprint Email Protection Services.	09/29/2003	Domestic	Retail
Sprint	TriWest Healthcare Alliance	Healthcare	TriWest is a Phoenix-based managed-care support contractor that serves 1.2 million members of America's military family in the 16-state TRICARE Central Region. It is the largest DOD contractor headquartered in Arizona.	\$2,000,000	3.0	TriWest selected Sprint to implement a new, highly secure data network and to deliver voice services to a call center. The agreement includes a new network using frame relay services and a range of voice services, including 800 service and audio conferencing.	06/30/2003	Domestic	Retail
Sprint	Tracking Net	Communications Services	Tracking net is a Service Provider specializing in wireless Internet connectivity and networking solutions allowing subscribers to increase their access and availability to the Internet using Wi-Fi technologies.	Multi-million	n/a	Agreement that will bring high-speed wireless capabilities and Internet access points to truck stops and travel plazas across the United States.	11/06/2003	Domestic	Wholesale
Sprint	U.S. Department of Education	Government	The Department of Education exists to ensure equal access to education and to promote educational excellence throughout the nation. The department has 4,500 employees and a \$71.5 billion budget.	n/a	n/a	The Department of Education chose Sprint to provide a new network to carry student loan information and records. It includes ATM service for data connectivity to approximately 20 sites of the department's Federal Student Aid (FSA), Borrower Services division.	10/04/2004	Domestic	Retail
Sprint	U.S. General Services Administration (GSA)	Government	GSA secures the buildings, products, services, technology, and other workplace essentials federal agencies need. 13,000 GSA associates support over one million federal workers located in 8,000 government-owned and leased buildings in 2,000 U.S. communities and overseas.	Multi-million	2.0	2-year contract with 3 one-year options: Federal Relay contract awarded by the GSA Federal Technology Service for the third consecutive time, which includes a comprehensive portfolio of services for those who are deaf and hard-of-hearing. Sprint has provided Federal Relay since 1993.	07/22/2004	Global	Retail
Sprint	U.S. General Services Administration (GSA)	Government	GSA secures the buildings, products, services, technology, and other workplace essentials federal agencies need. 13,000 GSA associates support over one million federal workers located in 8,000 government-owned and leased buildings in 2,000 U.S. communities and overseas.	n/a	n/a	Sprint added new managed security services to the GSA FTS2001 contract, including Multi-Tier Security Profiles (MTSP), Sprint-managed Public Key Infrastructure (PKI), Sprint-managed Intrusion Detection System (IDS) and bulk pricing of Security Tokens for user authentication.	05/09/2003	Domestic	Retail
Sprint	United Financial Mortgage Corp.	Financial Services	United is an independent originator and servicer of residential and commercial mortgage loans. It has 37 retail offices and 7 wholesale operations centers across 14 states, as well as revenue of \$70.2 million.	n/a	Multi-year	Sprint provided United Financial's 44 locations across the country with a variety of local, long-distance and wireless voice services, along with data services such as DSL and dedicated IP VPN services for secure, high-speed data connectivity.	11/03/2004	Domestic	Retail
Sprint	United Online	Technology	United Online is a leading provider of consumer Internet subscription services through a number of brands including NetZero and Juno.	n/a	Multi-year	Contract to provide Dial Internet Protocol Services.	05/13/2004	Domestic	Wholesale
Sprint	United States Air Force (General Services Administration)	Government	United States Air Force	\$10,500,000	0.5	Contract by the DOD for day-to-day management of tactical communications systems for USAF bases in Southwest Asia. The new award downfalls a similar contract announced in July. Sprint will now be supporting at least three Air Force bases in two countries.	09/18/2003	Global	Retail
Sprint	United States Air Force (General Services Administration)	Government	United States Air Force	n/a	1.0	Sprint has been awarded a new one-year contract by the GSA's Federal Technology Service on behalf of the DOD for day-to-day management of tactical communications systems for USAF bases in Southwest Asia.	01/19/2004	Global	Retail
Sprint	United States Air Force (General Services Administration)	Government	United States Air Force	Multi-million	n/a	Contract by the DOD for day-to-day management of tactical communications systems for USAF bases in Southwest Asia.	07/31/2003	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
Sprint	United States Air Force (General Services Administration)	Government		n/a	n/a	Sprint has received an additional service order, under the General Services Administration's FTS2001 contract, from the USAF for integration and management of tactical communications systems for bases in Southwest Asia. This marks the expansion of Sprint's footprint in this area to cover five bases in three countries.	04/01/2004	Global	Retail
Sprint	University of Louisville	Education/Research	The University of Louisville is a state-supported metropolitan research university located in Kentucky's largest metropolitan area. The University has three campuses.	n/a	n/a	Sprint has implemented additional IP data connectivity for the University through their long-standing relationship. For the last four years, Sprint has been working to enhance data connectivity.	10/01/2003	Domestic	Retail
Sprint	University of North Carolina Hospitals	Healthcare	UNC Hospitals is a public academic medical center. The Hospital's mission is to provide high quality care, educate health care professionals, and advance research.	n/a	n/a	Agreement with Sprint for 37 wireless telephones from SpectraLink that allow staff to communicate instantly with each other and patients from anywhere in the hospital.	07/14/2003	Domestic	Retail
Sprint	University of Utah	Government	Founded in 1850, the University of Utah is the state's flagship institution of higher education, with more than 28,000 students, 2,750 faculty, and 14,500 staff.	n/a	5.0	The deal, led by Americom Technology, Inc., will migrate the university's communications system to a high-performance voice and data IP platform with a range of applications.	09/01/2004	Domestic	Retail
Sprint	Velocity Express	Transportation/Shipping	With locations in 84 of the top 100 metropolitan markets, Velocity Express provides scheduled distribution and urgent on-demand delivery services.	\$1,000,000	3.0	Velocity Express has signed up for over 3,000 lines of wireless voice and data service, allowing dispatchers and couriers to keep in constant communication.	05/27/2003	Domestic	Retail
Sprint	Virtual Care Provider, Inc.	Technology	Virtual Care Provider is one of the largest Business Solution Providers serving the IT needs of the senior housing and health care profession. It hosts, manages and employs software applications and technical resources to providers in 1,469 locations in 42 states and D.C., as well as Canada.	\$3,000,000	3.0	Sprint will deliver long-distance voice, Frame over DSL, high-speed data and IP services.	05/12/2003	Domestic	Retail
Sprint	Watson Wyatt & Company	Business Services	Watson Wyatt & Company is an international human capital consulting firm that provides services in the areas of employee benefits, human capital strategies and related technology solutions.	n/a	n/a	Sprint will provide an IP VPN in 55 locations in North America, Asia-Pacific and South America. Also included in the agreement are managed network and firewall services.	09/17/2004	Global	Retail
Sprint	Westinghouse Electric Company	Technology	Westinghouse Electric Company is a leading supplier of nuclear plant products and technologies to utilities throughout the world. Approximately one-half of the world's operating nuclear plants are based on Westinghouse technology.	Multi-million	Multi-year	Sprint is providing a wide array of new data and voice services, including extensive global and domestic IP, private line and frame relay data services. Sprint will also offer collaborative services, like audio conferencing, and global and domestic voice service.	05/19/2003	Global	Retail
Sprint	Wilkes County, NC Schools	Government	The Wilkes County School System currently serves 10,223 children in 22 schools across the county.	n/a	n/a	Sprint prepares the school for the NC WISE project, a Web-based, integrated and secure tool for managing student information and improving instruction in North Carolina schools. Each of the 22 schools in Wilkes County will be upgraded to T1 broadband and connected via frame relay to a WAN operating on a DS3 backbone.	06/21/2004	Domestic	Retail
Sprint	YountNetPlus.com	Technology	YountNetPlus (YNP) is a nationwide Internet Service Provider with headquarters in Monroe, NY. It has over 25,000 local dialup numbers spanning 23 Backbone Networks in the United States and Canada.	Multi-million	Multi-year	YNP selected Sprint to deliver Internet Backbone services that will give customers access to the Sprint.net® Internet network.	06/16/2003	Domestic	Wholesale
Sprint	Ziff Davis Media	Media	Ziff Davis Media is a leading integrated technology media company, owns the number one technology publication in the industry, PC Magazine.	n/a	2.0	Sprint, which already provides nationwide voice and data services that connect Ziff Davis' five U.S. locations, is now delivering advanced wireless devices, like the Sprint PCS VisionSM Smart Device Tyro, and wireless voice and data services to Ziff Davis staff nationwide.	11/09/2004	Domestic	Retail
SprintWest	Sacramento Educational Cable Consortium	Education/Research	Consortium of schools in the Sacramento, California area.	n/a	n/a	SprintWest will provide a Gigabit Ethernet (GbE), 30 Mhz backbone to the consortium.	06/05/2003	Domestic	Retail
TelCove	Atlantic Internet Technologies, Inc.	Technology	An Internet service provider, website development, and consulting company based in Red Bank, New Jersey.	n/a	n/a	TelCove will provide 10 Meg Ethernet services.	08/05/2004	Domestic	Retail
TelCove	Derivatives Portfolio Management, LLC	Financial Services	Based in Somerset, NJ, DPM provides various financial services.	n/a	n/a	TelCove will provide 100 Meg Ethernet services.	08/05/2004	Domestic	Retail
TelCove	Herbety Foods Corporation	Consumer Non-Cyclical	Leading North American manufacturer of chocolate and other related products.	\$1,300,000	3.0	Renewal of contract to provide local voice and point-to-point Data services.	12/03/2003	Domestic	Retail
TelCove	Higamark	Healthcare	Higamark provides health insurance coverage to more than 23 million people nationwide.	Multi-million	Multi-year	Contract provides for data and voice services, including the building of a private local SONET/SDH.	10/18/2004	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
TelCove	Hunterdon Medical Center	Healthcare	Hunterdon Medical Center, a member of Hunterdon Healthcare Systems, is a 176-bed, non-profit hospital in Hunterdon County, New Jersey	n/a	3.0	TelCove will provide the community hospital with high-speed data, Internet, and voice services	08/09/2004	Domestic	Retail
TelCove	Jackson State University	Education/Research	University in Jackson, Mississippi	n/a	2.0	TelCove will provide expanded telecommunications services including Internet services, data storage, and a comprehensive scope of telephone services for JSU.	07/14/2003	Domestic	Retail
TelCove	Law School Admission Council	Education/Research	A nonprofit corporation comprised of 202 law schools in the US and Canada	n/a	multi-year	Contract will provide DS-3 for LSAC's Internet services and local and long distance voice services for new facility in Newtown, PA.	08/04/2004	Domestic	Retail
TelCove	McConnell Air Force Base	Government		n/a	5.0	Contract to provide switched services. This is in addition to the private line service provided by TelCove since 1995.	06/17/2003	Domestic	Retail
TelCove	Mississippi College	Education/Research	Mississippi College is the oldest college and the largest private university in Mississippi	n/a	n/a	TelCove will construct a four-mile long private fiber SONET ring with network redundancy to bring Voice, Internet, and Data services between the main campus in Clinton, MS, and the college's law school in Jackson, MS.	10/12/2004	Domestic	Retail
TelCove	One Call Medical	Healthcare	One Call Medical, Inc. is the nation's largest diagnostic contracted provider network offering nationwide outsourcing solutions for the workers' compensation industry	n/a	n/a	Under the agreement, TelCove will provide collocation and network services and a SONET ring, which will transport OCM's Voice, Data, and Internet services	11/30/2004	Domestic	Retail
TelCove	Penn State	Education/Research	Penn State University is a public university located in University Park, PA.	n/a	1.0	Extension of original agreement signed in 1998 to link Penn State campuses.	09/24/2003	Domestic	Retail
TelCove	Penn State	Education/Research	Penn State University is a public university located in University Park, PA.	n/a	2.0	Services include DS-3 circuits linking 23 of Penn State's campuses, as well as the provision of OC-3 circuits between the University Park campus and the Pittsburgh City <u>Area</u> campus.	07/12/2004	Domestic	Retail
TelCove	Post Newsweek Station	Media	WDIV TV-4 and KRPC TV-2, NBC affiliates in Detroit, MI, and Houston, TX; WPLG TV-10, an ABC affiliate in Miami, FL; WKMG TV-6, a CBS affiliate in Orlando, FL; and WJXT TV-4, an independent station in Jacksonville, FL.	n/a	5.0	Under the contract, TelCove will provide 10 Mbps Intercity Ethernet services that connect 5 stations owned by Post Newsweek Stations	09/02/2004	Domestic	Retail
TelCove	Siegent	Miscellaneous Services	Siegent, based in Boca Raton, Florida, is the premier compiler of home and neighborhood information in the USA, and currently markets its services through its eNeighborhoods, HomeData and RECHANNEL divisions.	n/a	n/a	TelCove will provide eNeighborhoods Data Center as well as Ethernet, Internet, and Voice Services allowing eNeighborhoods to develop its own business continuity/disaster recovery program	12/16/2004	Domestic	Retail
TelCove	Suburban Mobility Authority for Regional Transportation (SMART)	Transportation/Shipping	SMART offers both large bus service and curb-to-curb service with weekly ridership of around 200,000 for the Southeastern Michigan region	n/a	3.0	Contract to provide both local and long distance voice services for SMART (also includes two one year options following three year term).	08/23/2004	Domestic	Retail
TelCove	United Cerebral Palsy of Arkansas, Inc.	Healthcare	A non-profit organization based in Little Rock, Arkansas	n/a	n/a	TelCove will provide Internet, Data, and Voice services for the non-profit organization.	07/14/2004	Domestic	Retail
TelCove	University of Tampa	Education/Research	A private university located in downtown Tampa, FL.	n/a	n/a	Contract to provide 45 Meg Internet services to campus.	07/15/2004	Domestic	Retail
TelCove	Velocity.Net	Technology	Markets dial-up and dedicated Internet services in the state of Pennsylvania.	n/a	3.0	Under the agreement, TelCove will provide Internet and Voice Services to Velocity.Net	09/17/2003	Domestic	Retail
TelCove	Web Clients, Inc.	Business Services	A web-based advertising network	n/a	3.0	Agreement provides for Internet, Data, and Voice for Web Clients, Inc.	10/17/2003	Domestic	Retail
Teligent	Marconi Corporation	Technology	Multi-regional designer, manufacturer and supplier of telecommunications and information technology equipment and services.	n/a	n/a	Agreement to provide the Teligent Messaging System (TMS), which will provide voicemail and unified messaging services for Marconi's SoftSwitch.	10/14/2004	Global	Retail
Teligent	MobilTel	Communications Services	Bulgarian mobile operator with about 1.3 million subscribers.	n/a	n/a	Order providing advanced Content Mediation Platform, which is an access gateway for content providers to the mobile network.	02/02/2004	Global	Retail
Time Warner/Road Runner	Cincinnati Children's Hospital Medical Center	Healthcare	Large Cincinnati, OH children's hospital.	n/a	n/a	Contract to provide high speed connections to patients and family members in more than 480 hospital rooms.	08/23/2004	Domestic	Retail
Time Warner/Road Runner	Crowne Plaza Hotel, Columbus, OH	Travel/Hospitality/Restaurants	Columbus, OH location of the large luxury hotel chain.	n/a	n/a	Contract to launch a new wireless technology that gives all guests free access to the Internet from anywhere in the hotel.	10/08/2004	Domestic	Retail
Time Warner/Road Runner	Hamilton/ Clermont Cooperative Association (HCCA)	Education/Research	The HCCA was created to develop the IT network for public schools in Hamilton and Clermont, OH.	n/a	n/a	Contract to serve the schools by connecting them to a state network, with speeds upward of 1 GB/s through fiber-optic lines.	12/03/2004	Domestic	Retail
Time Warner/Road Runner	Kansas City Office of Emergency Management	Government	City agency responsible for emergency response and communications.	n/a	n/a	Contract to provide high-speed fiber network to allow the Office of Emergency Management to transfer video from cameras located around the city to monitor flooding and other incidents.	08/23/2004	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
Time Warner /Road Runner	Shawnee Mission School District, KS	Education/Research	School district with 53 schools and 31,000 students	n/a	n/a	Time Warner Cable has linked the school district's 53 schools with high-speed Internet access, video and VoIP service via a one single fiber optic pipe.	08/23/2004	Domestic	Retail
Time Warner /Road Runner	The Cincinnati Hotel	Travel/Hospitality/ Restaurants	The Cincinnati Hotel is a four star, luxury hotel in downtown Cincinnati, OH.	n/a	n/a	Contract to bring broadband Internet connections to the hotels more than 150 rooms, in addition to the restaurant and lounge.	11/01/2004	Domestic	Retail
Time Warner /Road Runner	Toshiba International	Conglomerates	A manufacturer of industrial and commercial electrical and electronic products	n/a	n/a	Contract to provide dedicated access for reliable, scalable bandwidth	05/04/2004	Domestic	Retail
TW Telecom	Advanced Internet Technologies	Technology	Provider of web-hosting and e-commerce services to more than 190,000 domains in 170 countries, as well as data storage, IP telephony, security services, appl. hosting and technical education	n/a	2.0	Contract to provide voice and data services, including 65 Mbps Internet access, 6 ISDN PRI links and DS3 transport	03/29/2004	Domestic	Retail
TW Telecom	Avista Labs	Technology	Maker of fuel cell products	n/a	3.0	Contract to provide VersiPak Mach 2 services, including establishing a VPN	12/18/2003	Domestic	Retail
TW Telecom	Blue Cross & Blue Shield of North Carolina	Healthcare	Healthcare provider in NC	n/a	3.0	Contract to provide storage transport services between main data center and disaster recovery site	12/08/2003	Domestic	Retail
TW Telecom	Boise School District	Education/Research		n/a	Year-to-year	Contract to provide 20 Mbps Ethernet Internet over a 100 Mbps pipe to allow scalability	07/28/2003	Domestic	Retail
TW Telecom	BYU - Hawaii Campus	Education/Research		n/a	3.0	Contract to provide nine ISDN BRI links and a DS3 linking the BYU campus to the Univ. of Hawaii campus	12/11/2003	Domestic	Retail
TW Telecom	Carreker Corporation	Technology	Provider of consulting and software solutions to the financial services industry	n/a	n/a	Contract to provide metro Ethernet services, including VPN links between major customer sites	09/20/2004	Domestic	Retail
TW Telecom	Central Piedmont Community College	Education/Research		n/a	3.0	Contract to provide metro Ethernet Native LAN services connecting the school's various campuses	07/07/2004	Domestic	Retail
TW Telecom	Century 21 - Judge Fite Company	Miscellaneous Services	The largest Century 21 real estate brokerage firm in Texas	n/a	Multi-year	Contract to provide bundled voice and data services, including VersiPak and VersiPak Mach 2 bundles	04/14/2004	Domestic	Retail
TW Telecom	Children and Family Service Center	Healthcare	Conglomerate of nine non-profits which helps needy families	n/a	3.0	Contract to provide local dialtone, Internet and website hosting services	07/16/2003	Domestic	Retail
TW Telecom	Children's Hospital of San Diego	Healthcare	Hospital in San Diego, also includes 15 neighborhood centers	n/a	3.0	Contract to provide point-to-point 100 Mbps Native LAN service, including Ethernet Internet connectivity	11/17/2003	Domestic	Retail
TW Telecom	Cincinnati State Tech. and Community College	Education/Research		n/a	Multi-year	Contract to provide PRI services to deliver local and long distance calling for five buildings Cin. St. three campuses, along with DID trunks, T1 lines, and analog voice lines for emergency services	11/12/2003	Domestic	Retail
TW Telecom	City of Boise, Idaho	Government		n/a	n/a	Contract to provide WAN services to various city agencies along with aggregation transport to City Hall	08/05/2004	Domestic	Retail
TW Telecom	City of Port Orange, FL	Government		n/a	3.0	Contract to provide PRI lines for voice and digital T1s for dedicated Internet access	09/16/2003	Domestic	Retail
TW Telecom	Community Medical Centers	Healthcare		n/a	3.0	Contract to provide switched metro Ethernet data services, including a 1 Gbps backbone 10/100 Mbps connections between locations	09/16/2003	Domestic	Retail
TW Telecom	Concordia University	Education/Research		n/a	3.0	Contract to provide voice and Internet services, including partial DS3 (15 Mbps) and ISDN PRI voice services	10/01/2003	Domestic	Retail
TW Telecom	Fairchild Air Force Base	Government		n/a	5.0	Contract to provide local voice services, including local dialtone, ISDN PRI trunks, and 8,000 separate telephone numbers	10/29/2003	Domestic	Retail
TW Telecom	Fitz Tennessee National Corp.	Financial Services	Families of banks offering financial services to business and consumers	n/a	5.0	Contract to provide a Ethernet MAN linking together 9 locations, including diverse routing and back up protection	02/03/2003	Domestic	Retail
TW Telecom	Fort Sam Houston	Government		\$1,400,000	5.0	Contract to provide 32,000 phone numbers, 600 digital trunks, PRI and BRI ISDN, voice grade and high speed circuits	08/20/2003	Domestic	Retail
TW Telecom	Hawaiian Airlines	Transportation/ Shipping		n/a	n/a	Contract to provide ISDN/PRI and digital trunk services for company headquarters and call center	11/15/2004	Domestic	Retail
TW Telecom	HCA/HealthONE	Healthcare	Owms and operates hospitals, more than 30 occupational medicine/rehabilitation centers, and three surgery centers	n/a	5.0	Contract to provide metro Ethernet services, including a VPN between HealthONE's six denver-area hospitals	10/27/2003	Domestic	Retail
TW Telecom	Krispy Kreme Doughnuts	Consumer Goods	Nationwide maker of doughnuts	n/a	n/a	Contract to provide Ethernet data services to three locations in the Winston-Salem area	07/07/2004	Domestic	Retail
TW Telecom	Landacorp	Healthcare	Provider of population health management solutions to health plans and HMOs	n/a	3.0	Contract to provide secure data services, including switched Native LAN services and multiple T1s	02/03/2004	Domestic	Retail
TW Telecom	Lexington Medical Center	Healthcare		n/a	3.0	Contract to provide three 100 Mbps Native LAN connections	07/28/2003	Domestic	Retail
TW Telecom	MedAire	Healthcare	MedAire of health and security solutions for international business travelers and expatriates and a network of international-standard medical clinics in Asia	n/a	2.0	Contract to provide IP and T1 services for local and long distance voice, data, and Internet services, all using IGBP technology	08/07/2003	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
TW Telecom	Memories by Design	Media	Provider of customized DVD keepsake and memorial productions	n/a	n/a	Contract to provide Internet, voice, and data services, including facility colocation services and 10MB switched Native LAN link	08/25/2004	Domestic	Retail
TW Telecom	Monroe Comm. College	Education/Research	n/a	n/a	n/a	Contract to provide Monroe Comm. College with 10Mbps metro Ethernet services to connect separate campuses	03/15/2005	Domestic	Retail
TW Telecom	Nazareth College	Education/Research	n/a	n/a	n/a	Contract to provide local and long distance voice services	03/15/2005	Domestic	Retail
TW Telecom	Northern Kentucky Convention Center	Travel/Hospitality/Restaurants	204,000 square foot facility	n/a	n/a	Contract to provide PRI local and long distance services, as well as Ethernet Internet services	11/12/2003	Domestic	Retail
TW Telecom	Ohio Dept of Administrative Services	Government		n/a	Multi-year	Contract to provide dedicated Internet services, including Internet access for all state agencies, boards and commissions, as well as state-funded K-12 schools and public libraries	12/10/2003	Domestic	Retail
TW Telecom	Orange County, FL	Government		\$1,500,000	3.0	Contract to provide 20 Mbps Ethernet Internet, DS3 and OC3 services	08/19/2003	Domestic	Retail
TW Telecom	Outback Steakhouse	Travel/Hospitality/Restaurants	National Chain of Steakhouses	n/a	Multi-year	Contract to provide integrated voice and data services to headquarters, including a 100 Mbps link from data center to HQs	03/02/2004	Domestic	Retail
TW Telecom	Outrigger Napili Shores Resort	Travel/Hospitality/Restaurants	A resort condominium in Honolulu, Hawaii	n/a	3.0	Contract to provide integrated voice and data services, including ISDN PRI lines with 200+ direct dial numbers	03/03/2004	Domestic	Retail
TW Telecom	Patrick AFB, Cape Canaveral AFS, and Davis Monthan AFB	Government		\$2,150,000	5.0	Contract to provide local voice services to all three bases via ISDN PRI trunks, incl ~40,000 DID numbers	10/21/2003	Domestic	Retail
TW Telecom	Pope Air Force Base	Government		n/a	5.0	Contract to provide local dialtone and other voice services, including 10,000 separate phone numbers	06/20/2003	Domestic	Retail
TW Telecom	Presbyterian Healthcare Services of Albuquerque	Healthcare	New Mexico's largest healthcare provider, incl seven hospitals	n/a	3.0	Contract to provide integrated voice and data services, including an OC-48 link to the hospital's data center and 100 Mbps links from data center to hospital facilities	03/02/2004	Domestic	Retail
TW Telecom	Purcell Systems	Technology	Provider of backup power solutions to broadband providers	n/a	3.0	Contract to provide VersiPak Mach 2 (two bonded T1s) service to provide voice, data, and Internet access services	02/23/2004	Domestic	Retail
TW Telecom	Radiology Ltd.	Healthcare	Provider of radiology interpretation services to Tucson area hospitals	n/a	3.0	Contract to provide data services, including Native LAN metro Ethernet service (100 Mbps) to four locations	02/23/2004	Domestic	Retail
TW Telecom	Salzer Medical Group	Healthcare	A multi-specialty medical group	n/a	5.0	Contract to provide Ethernet Native LAN and Internet services to allow co. to implement VoIP, including a virtual MAN	02/24/2004	Domestic	Retail
TW Telecom	Saratoga Hospital	Healthcare	243 bed hospital	n/a	3.0	Contract to provide Ethernet data and Internet services to link three sites across the city of Saratoga	08/25/2004	Domestic	Retail
TW Telecom	School of Excellence in Education	Education/Research		n/a	3.0	Contract to provide voice and data services, including Ethernet Internet access	09/20/2004	Domestic	Retail
TW Telecom	Sheraton Maui Hotel	Travel/Hospitality/Restaurants		n/a	3.0	Contract to provide local dialtone services (T1s)	01/19/2004	Domestic	Retail
TW Telecom	Sigma XI	Education/Research	National academic honor society	n/a	3.0	Contract to provide local, long distance and Ethernet Internet services to admin offices	12/17/2003	Domestic	Retail
TW Telecom	St. Petersburg College	Education/Research		n/a	5.0	Contract to connect eight campus locations with a data network at speeds from 100 Mbps to 1 Gbps	07/30/2003	Domestic	Retail
TW Telecom	The Equitable Bank, SSB	Financial Services	Equitable is one of the ten largest real estate lenders in Milwaukee	n/a	3.0	Contract to provide secure WAN connectivity, distributed computing and voice services, including linking 8 branch offices	12/04/2003	Domestic	Retail
TW Telecom	University of Cincinnati	Education/Research		n/a	Multi-year	Contract to provide PRI voice services for local calling, as well as 20,000 DID numbers	11/12/2003	Domestic	Retail
TW Telecom	University of New Mexico	Education/Research	n/a	\$1,100,000	3.0	Contract to provide gigabit Ethernet Internet and data transport services	10/28/2004	Domestic	Retail
TW Telecom	Vitafoam Inc.	Basic Materials/Capital Goods	Manufacturer of foam for business and consumer use	n/a	n/a	Contract to provide metro Ethernet services, including point-to-point T1 service from Vitafoam's seven plants to a TW colocation which will serve as the Vitafoam data center	01/28/2004	Domestic	Retail
TW Telecom	Wake County Public School System	Education/Research		n/a	n/a	Contract to provide Ethernet Internet service (50 Mbps) for Internet access at 126 locations	05/10/2004	Domestic	Retail
TW Telecom	Womble Carlyle Sandridge & Rice, PLLC	Miscellaneous Services	Winston-Salem, NC law firm	n/a	3.0	Contract to provide Ethernet Internet and 10 Mbps Native LAN transport services	09/17/2003	Domestic	Retail
US LEC	Ascencia Bank	Financial Services		n/a	3.0	Contract to deliver frame relay, LD, toll-free services	03/12/2003	Domestic	Retail
US LEC	Carlyle & Co.	Consumer Goods	Jewelry chain, based in NC, 36 stores in 11 states	n/a	n/a	Contract to be single-source provider for voice and data services	06/22/2004	Domestic	Retail
US LEC	Commonwealth National Bank	Financial Services	First and only minority-owned national bank in Alabama	n/a	4.0	Contract to provide integrated voice, data, Internet telecommunications to business	02/10/2003	Domestic	Retail
US LEC	Cross Company	Technology	Based in NC, specializes in industrial automation	n/a	3.0	3 yr contract to provide full voice and data communications pkg	03/18/2003	Domestic	Retail
US LEC	Dimensions Healthcare Systems	Healthcare	Owner of three hospitals in DC	n/a	n/a	Contract to provide local and LD service	03/01/2004	Domestic	Retail
US LEC	Independent Bank	Financial Services		n/a	3.0	Contract to provide local, LD, internet services	03/12/2003	Domestic	Retail
US LEC	Nashville Predators	Miscellaneous Services	Nashville professional hockey team	n/a	n/a	Contract to provide local calling and broadband services	06/24/2004	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
US LEC	Southern LINC	Communications Services	Southern LINC is a leading Southeastern wireless communications company, to provide large-scale customized network solutions	n/a	n/a	Contract to provide large-scale customized network solutions	01/28/2003	Domestic	Retail
US LEC	Trone Advertising	Miscellaneous Services	Full-service advertising and marketing communications agency that includes a direct response agency, a public relations company and an interactive agency	n/a	n/a	Contract to provide LD, high-speed Internet acces, conferencing services	09/10/2003	Domestic	Retail
US LEC	Tulane University	Education/Research	Tulane University is the largest employer in the city of New Orleans, and is a private research university with 11 schools and colleges	n/a	n/a	Contract to provide integrated voice, data, Internet services	05/13/2003	Domestic	Retail
US LEC	Universal Health Services	Healthcare	Universal Health Services is one of the nation's largest hospital management co's	n/a	n/a	Contract to provide voice, data, Internet services to 14 facilities w/in US LEC footprint	01/21/2003	Domestic	Retail
WITel	Cable and Wireless	Communications Services	International communications company	n/a	n/a	Contract to provide 2.5 and 10GB optical transport connecting major markets to C&W's backbone	06/02/2004	Domestic	Wholesale
WITel	China Telecom	Communications Services	Voice, data and Internet provider in China	n/a	n/a	Contract to provide capacity to China Telecom on undersea China US Submarine Cable Network	01/22/2003	Global	Wholesale
WITel	Lava Trading	Technology	Provider of trading solutions for the financial services industry	n/a	n/a	Contract to provide end-to-end network solutions, including design, development, and implementation of a new integrated network	05/10/2004	Domestic	Retail
WITel	National LambdaRail	Education/Research	LambdaRail is a consortium of research universities and private sector tech cos. working to build a national research infrastructure	n/a	n/a	Contract to provide OC-192 optical services to complete LambdaRails nationwide infrastructure	01/13/2005	Domestic	Retail
WITel	NDC Corporation	Communications Services	Provider of IP-based data storage and backup services	n/a	n/a	Contract to provide MPLS IP VPN and colocation infrastructure in TX and OK for NDC's expansion	10/19/2004	Domestic	Retail
WITel	NYSERNet	Education/Research	NYSERNet is the New York State Education and Research Network	n/a	n/a	Contract to provide dark fiber and colocation services, which NYSERNet will use to provide member institutions with up to 32 optical waves (each carries up to 10GB)	12/13/2004	Domestic	Retail
WITel	SBC	Communications Services		n/a	n/a	Contract to provide SBC with 10Gbps OC-192 transport capacity to support SBC Internet Services build out of a nationwide IP network	01/22/2003	Domestic	Wholesale
WITel	Vonage	Communications Services	Vonage is the leading independent provider of VoIP services in the US	n/a	n/a	Contract to provide Vonage with a bundled voice and data transport solution	02/22/2005	Domestic	Wholesale
WITel/ Vyvx	CBS	Media	National broadcast network	n/a	n/a	Vyvx contract to provide backhaul for live HD and standard broadcasts of the NCAA Final Four	04/02/2004	Domestic	Wholesale
WITel/ Vyvx	Cox Communications	Communications Services	National cable provider	n/a	n/a	Vyvx contract to provide backhaul for live HD broadcasts of San Diego Padres games	04/19/2004	Domestic	Wholesale
WITel/ Vyvx	Fox	Media	National broadcast network	n/a	10.0	Extend existing contract as exclusive provider of terrestrial video transmission	03/23/2004	Domestic	Wholesale
WITel/ Vyvx	NBC	Media	National broadcast network	n/a	n/a	Contract to provide transmission services for up to 60 Arena League football games	01/23/2003	Domestic	Wholesale
WindChannel	Curtis Media Group	Media	Curtis Media Group operates North Carolina's largest independently owned group of radio stations.	n/a	n/a	WindChannel has been tapped as the primary ISP for Curtis Media Group.	03/22/2004	Domestic	Retail
WindChannel	Fayetteville Street Mall, Raleigh, NC	Government		n/a	n/a	WindChannel Communications recently installed a Wi-Fi network on the 300, 400 and 500 blocks of Fayetteville Street Mall in downtown Raleigh.	11/08/2004	Domestic	Retail
WindChannel	Progress Energy	Energy/Natural Resources/Utilities	Progress Energy, headquartered in Raleigh, N.C., is a Fortune 250 diversified energy company with more than 24,000 megawatts of generation capacity and \$9 billion in annual revenues.	n/a	n/a	WindChannel is delivering broadband wireless connectivity in support of the Progress Energy BPL trial. Progress Energy is using WindChannel's fixed wireless broadband network to backhaul traffic to the three trial neighborhoods.	03/29/2004	Domestic	Wholesale
WindChannel	Town of Holly Springs, NC	Government		n/a	n/a	WindChannel provided the town with an all-wireless data solution that includes an Internet connection for municipal facilities, a private wireless LAN including VoIP for town employees, and a Wi-Fi network for public Internet access.	12/02/2004	Domestic	Retail
XO	Abercrombie & Fitch	Consumer Goods		n/a	n/a	Multiyear networking contract to upgrade Abercrombie infrastructure to OC-48 level	12/13/2004	Domestic	Retail
XO	ABRA Auto & Glass	Automotive	ABRA is a national auto body repair chain	n/a	Multi-year	Contract to provide integrated voice and data services for more than 60 ABRA locations nationwide	04/20/2004	Domestic	Retail
XO	Access Point Inc.	Communications Services	East Coast CLEC offering integrated communications services to small and medium businesses	n/a	n/a	Contract to use XO's wholesale local voice services to provide service	08/17/2004	Domestic	Wholesale
XO	AireSpring	Communications Services	Airespring offers full range of business services to small and medium businesses nationwide	n/a	n/a	Contract to use XO's wholesale local voice services to provide service	08/17/2004	Domestic	Wholesale
XO	American Management Services	Business Services	AMS is a global business and IT consulting firm headquartered in VA	n/a	3.0	Contract to provide voice services to AMS' Fairfax, VA campus.	03/04/2003	Domestic	Retail

CLIC	Company	Industry	Detailed Description	Value	Contract Duration (Years)	OtherComments	Release Date	Domestic/Global	Wholesale/Retail
XO	Best Western South Bay Hotel - Lawndale, CA	Travel/Hospitality/Restaurants	The Best Western is a hotel.	n/a	n/a	XO will provide XOptions bundle of services including local and long distance voice and internet access.	11/03/2003	Domestic	Retail
XO	Capital Telecommunications	Communications	CTI provides voice, data and internet services in 14 states.	n/a	n/a	Contract to use XO's wholesale local voice services to provide service.	08/17/2004	Domestic	Wholesale
XO	Cross Stream Communications	Communications Services	Scale-based CLIC provides digital voice, dedicated internet, data solutions and long distance applications to communications-intensive customers.	n/a	n/a	Contract to use XO's wholesale local voice services to provide service.	08/17/2004	Domestic	Wholesale
XO	delaware	Communications Services	VoIP provider	n/a	n/a	XO will provide wholesale voice services to support delaware's VoIP offering.	02/01/2005	Domestic	Wholesale
XO	Gannett Newspapers	Media	Gannett is a leading international and US newspaper group, publishing more than 100 daily newspapers in the US alone.	n/a	Multi-year	Contract to provide links between Gannett's east and west coast data centers, as well as DIA/Gigabit Ethernet connections Gannett will use to distribute information.	02/18/2004	Domestic	Retail
XO	Gibson Guitars	Consumer Goods	Gibson is a guitar maker	n/a	n/a	Contract to be primary provider of voice and data services to fifteen Gibson locations across the US.	02/23/2004	Domestic	Retail
XO	Grant Thornton	Business Services	Accounting firm dedicated to mid-size companies	\$3,000,000	3.0	Contract to provide voice and data networking solution for GT's 45 offices around the country.	11/17/2004	Domestic	Retail
XO	Hatch Metals America	Basic Materials/Capital Goods	HVA is a manufacturer and seller of high-grade metal products and materials.	\$1,500,000	3.0	Contract to provide the primary network provider; provide VPN linking all Hatch sites across the country.	02/19/2003	Domestic	Retail
XO	InterGlobal Communications	Communications Services	NY-based InterGlobal provides a range of voice, data, and internet services to businesses.	n/a	n/a	Contract to use XO's wholesale local voice services to provide service.	08/17/2004	Domestic	Wholesale
XO	LDMI Telecommunications	Communications Services	LDMI provides a full suite of voice and data services to residential and business customers in the Great Lakes region.	n/a	n/a	Contract to use XO's wholesale local voice services to provide service.	08/17/2004	Domestic	Wholesale
XO	Premier Business Centers	Business Services	PBC operates executive office centers in 22 locations in WA, TX, and CA.	n/a	n/a	Contract to provide all 22 of PBC locations with local and long distance voice and data services.	10/22/2003	Domestic	Retail
XO	QTel	Communications Services	NY-based QTel delivers the full range of voice and data services to small and medium businesses.	n/a	n/a	Contract to use XO's wholesale local voice services to provide service.	08/17/2004	Domestic	Wholesale
XO	Rural Communications	Communications Services	Rural offers services to smaller rural communities that lack advanced communications services.	n/a	n/a	Contract to use XO's wholesale local voice services to provide service.	08/17/2004	Domestic	Wholesale
XO	Wholesale Carrier Services	Communications Services	WCS purchases and resells 87 carrier networks and 130 services via a consolidated billing and provisioning platform.	n/a	n/a	Contract to use XO's wholesale local voice services to provide service.	08/17/2004	Domestic	Wholesale
XO	Global Crossing	Communications Services	Global Crossing is a global provider of communications services	\$70,000,000	5.0	Expand existing contract for GC to purchase a guaranteed minimum of \$70M of comms services from XO.	01/08/2004	Domestic	Wholesale
XO	Zogby International and Decida	Miscellaneous Services	Zogby is a political pollster and Decida is a web-based decision system provider. XO selected for joint project called Presidential Guides, which helps users determine the candidate that best represents their views.	n/a	n/a	Web hosting contract	10/15/2004	Domestic	Retail
Xpedius	Pier 1 Imports	Consumer Goods	Retailer of imported decorative home furnishings and gifts.	n/a	n/a	Contract to provide Symphonix Healing Optical Network metro-transport services during transition to new company headquarters.	08/12/2004	Domestic	Retail



ATTACHMENT 7

ADDITIONAL SOURCES FOR TABLES AND FIGURES

Table 1. Fixed Wireless Providers Offering Wholesale Services

Emphasis added throughout table.

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Table 2. CLEC Use of Fixed Wireless To Extend Fiber Networks

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Figure 6. Examples of CLEC-Deployed Local Fiber

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