

evaluating whether competition is sufficient to constrain Verizon's prices in the enterprise market.⁶⁴

A. Overview of Enterprise Competition in the Virginia Beach MSA

37. Cox, the major cable operator in the Virginia Beach MSA, offers service to business customers, using both its cable networks and fiber network that it has deployed specifically to serve business customers. According to data from GeoTel, there are at least [two] known competing carriers that operate fiber networks within the Virginia Beach MSA and these networks span at least **** route miles. Exhibits 5 and 6 contain maps of these networks. As these maps indicate, there are at least one or more known competing fiber providers in **** percent of wire centers in the Virginia Beach MSA. These wire centers represent approximately **** percent of Verizon's retail switched business lines in the MSA. These data also show that there are one or more known competing fiber providers in at least **** percent of the **** wire centers in the Virginia Beach MSA that account for 80 percent of Verizon's high-capacity special access revenues.

38. Based on the most recent business E911 listings data available for the City of Virginia Beach and as of December 2005 for other parts of the MSA, competing carriers are serving business customers in **** percent of the wire centers in the Virginia Beach MSA, and these wire centers account for **** percent of Verizon's retail switched business lines in the MSA. As of this same date, competitors had obtained approximately **** business E911 listings.⁶⁵ These data provide an estimate of the number of business lines that competitors are serving. Each E911 residential subscriber

⁶⁴ See *Omaha Forbearance Order* ¶ 68.

⁶⁵ As noted in paragraph 8, E911 listings data likely understate the extent of competition in the Virginia Beach MSA.

listing necessarily represents one customer access line, but in the case of business customers a listing does not necessarily correlate one-to-one based on the manner in which the service is provided. Importantly, competitors do not typically obtain E911 listings for lines that are used to provide data services. In any event, this total indicates that competitors controlled at least **** percent of switched business lines in the Virginia Beach MSA.

39. Based on Verizon's wholesale billing records from December 2005, competitors are serving approximately **** voice-grade equivalent lines in the Virginia Beach MSA using special access: approximately **** voice-grade equivalent lines using DS3s, approximately **** voice-grade equivalent lines using DS1s, approximately **** voice-grade equivalent lines using DS0s, and approximately **** voice-grade equivalent lines using OCN, FMS, or other services. As of this date, competitors are serving an additional **** voice-grade equivalent lines using DS1 private lines, and **** voice-grade equivalent lines using DS0 private lines. Competitors are using special access to serve business customers in **** percent of wire centers in the Virginia Beach MSA. These wire centers serve **** percent of Verizon's retail switched business lines in the MSA.

40. As of the end of December 2005, more than five CLECs are collocated in Verizon's central offices in the Virginia Beach MSA. These competitors are collocated in a total of **** central offices that reach **** percent of Verizon's retail access lines in the MSA, and approximately **** percent of Verizon's retail switched business lines in the MSA.

B. Summary of Major Facilities-Based Competitors in the Virginia Beach MSA

41. In the Virginia Beach MSA, there are a number of facilities-based providers competing for enterprise customers today, including cable operators such as Cox, as well as

traditional telecom carriers such as AT&T, Sprint, Level 3, Cavalier, and US LEC. In addition, Verizon increasingly faces competition from carriers who aggregate facilities from multiple sources and combine them with their own value-added services. Such competitors include systems integrators and managed service providers (like IBM, EDS, Accenture, Northrop Grumman, and Lockheed Martin), equipment vendors (like Lucent and Nortel), and, most recently, major application providers (like Microsoft).

1. Cable Operators

42. The nation's major cable operators are now actively pursuing commercial and institutional customers. Cable operators originally focused on small businesses, but they have broadened their reach to offer individualized services to medium-sized businesses and even to large enterprise customers. Cable operators are providing high-capacity services to business customers both by deploying fiber to office buildings, and by extending their hybrid fiber-coax networks to business districts in order to provide cable modem services to business customers.⁶⁶ Cox has web pages devoted to voice services specifically for business customers.⁶⁷ See Exhibit 7.

43. Virginia Beach was the first market that Cox Business Services (which was then known as Cox Fibernet) entered, in 1993.⁶⁸ Cox operates voice and data networks in Chesapeake, Hampton Roads, Newport News and Norfolk, along with voice switches in Chesapeake, Newport News and Norfolk.⁶⁹ Cox offers a variety of voice and data services to

⁶⁶ See *Verizon/MCI Order* ¶¶ 30, 60 & n.170, 64, 65, 67 & n.188, 74, 77.

⁶⁷ Cox, <http://www.coxbusiness.com/>; Cox, *Cox Digital Telephone and Voice Mail*, <http://www.coxbusiness.com/products/voice/digitaltelephone.html>.

⁶⁸ Kagan, *Commercial Services Outlook 2005: An Analysis of Enterprise Market Opportunities for Full-Service Cable Operators* at 30 (Q3 2005).

⁶⁹ *Competitive Carrier Report 2006*, Ch. 6 – Cox Communications at 6-7.

enterprise customers, including centrex, digital trunks, dedicated long distance, web hosting, transparent LAN services, VPN services, optical Internet services, and private line services (at speeds from DS1 up to OC192).⁷⁰ Cox also offers wholesale carrier access services in Hampton Roads.⁷¹ According to Cox, this service allows CLECs to “connect your network to your customer's location, to provide connectivity between your POPs, or to connect you with other serving wire centers.”⁷² Cox offers cable modem services to businesses in the Virginia Beach MSA at speeds from 1.5 Mbps to 15 Mbps downstream and 384 kbps to 2.0 Mbps upstream.⁷³ Based on the most recent business E911 listings data available for the City of Virginia Beach and as of December 2005 for other parts of the MSA, Cox had approximately **** * business E911 listings in the Virginia Beach MSA.

2. Traditional Telecommunications Carriers

44. AT&T is the largest competitor for enterprise customers in the nation. AT&T states that it is “No. 1 in large-business customers,” and that “virtually all of the Fortune 1000 companies and all of the Standard & Poor’s (S&P) 500 are customers.”⁷⁴ ****

**** AT&T offers the full range of voice and data services for

⁷⁰ Cox Business Services, *Hampton Roads*, http://www.coxbusiness.com/systems/va_hamptonroads/; Cox Business Services, *Cox Private Line*, <http://www.coxbusiness.com/products/data/privateline.html>.

⁷¹ Cox Business Services, *Hampton Roads*, http://www.coxbusiness.com/systems/va_hamptonroads/.

⁷² Cox Business Services, *Cox Carrier Access Services*, <http://www.coxbusiness.com/products/other/carrierservices.html>.

⁷³ Cox Business Services, *Hampton Roads*, http://www.coxbusiness.com/systems/va_hamptonroads/index.html#businessinternet.

⁷⁴ AT&T Press Release, *AT&T Positioned in the Leaders Quadrant in Magic Quadrant Report for U.S. Managed and Professional Network Service Providers* (July 17, 2006); AT&T, *2005 Annual Report* at 1 (2006).

enterprise customers, including local and long-distance voice services, private lines, Ethernet, ATM, Frame Relay, Managed Internet, IP VPNs, and hosting services.⁷⁵ Based on the most recent data available for the City of Virginia Beach and as of December 2005 for other parts of the MSA, AT&T had **** business E911 listings in the Virginia Beach MSA.⁷⁶

45. Cavalier Telephone has an approximately **** route-mile fiber-optic network in Hampton Roads/Norfolk, as well as a voice switch in Norfolk.⁷⁷ Cavalier offers a variety of voice and data services in Hampton Roads/Norfolk, including PBX/DID services, ISDN-BRI, ISDN-PRI, private lines, dedicated Internet access, frame relay, Ethernet, collocation, and domain hosting.⁷⁸ Cavalier also offers carrier services, such as private OC48 and Gigabit Ethernet rings and metro dark fiber rings, as well as “Metro transport [from] DS1 to OC-48.”⁷⁹ In Norfolk, Cavalier has 150 route-miles of dark fiber available for use by enterprises or other telecom carriers.⁸⁰ Based on the most recent data available for the City of Virginia Beach and as of December 2005 for other parts of the MSA, Cavalier had approximately **** business E911 listings in the Virginia Beach MSA.

⁷⁵ AT&T, *Enterprise Business: Products & Services*, http://www.business.att.com/services.jsp?reoid=ProductCategory&segment=ent_biz.

⁷⁶ As noted in paragraph 8, E911 listings data likely understate the extent of competition in the Virginia Beach MSA.

⁷⁷ Cavalier Telephone, *Fiber Map*, <http://www.cavtel.com/graphics/business/FiberMapWithDialCropLG.gif>; *Competitive Carrier Report 2006*, Ch. 6 – Cavalier at 6.

⁷⁸ Cavalier Telephone, *Hampton Roads & Norfolk Business and Data Services*, <http://www.cavtel.com/business/hamptonroads.shtml>.

⁷⁹ Cavalier Telephone, *Wholesale Solutions*, <http://www.cavtel.com/wholesale/index.shtml>.

⁸⁰ Cavalier Telephone, *Wholesale Solutions*, <http://www.cavtel.com/wholesale/index.shtml>.

46. Level 3⁸¹ operates an approximately **** route-mile fiber-optic network in the Virginia Beach MSA, including portions of Hampton, Virginia Beach, Norfolk and Portsmouth.⁸² The network connects to 47 lit buildings, 17 lit local service offices, and 5 lit IXC POPs.⁸³ Level 3 also operates voice switches in Norfolk and Portsmouth.⁸⁴ In addition, Level 3 (then TelCove) acquired network assets from KMC Telecom in Hampton Roads and Roanoke in early 2005 (including an approximately **** route-mile fiber-optic network according to GeoTel data).⁸⁵ Level 3 offers a variety of voice and data services to enterprise customers, including dedicated Internet access, private lines, ATM and frame relay circuits, Ethernet, IP VPNs, trunks, ISDN-BRI, ISDN-PRI, and Centrex voice services.⁸⁶ Level 3 also offers services to carriers, including “[d]edicated transport solutions” and “[c]arrier-class voice solutions.”⁸⁷ In addition, Level 3 says it offers carriers “a full suite of access products (both local and long-haul), ranging from traditional special access DS1, DS3, and OCx services, to Private SONET Rings, Ethernet, and wavelength services.”⁸⁸ Based on the most recent data

⁸¹ Level 3 recently completed the acquisition of TelCove and the following descriptions and data are based upon legacy TelCove’s network and offerings in Virginia Beach. Level 3 Press Release, *Level 3 Reports Second Quarter Results* (July 25, 2006).

⁸² TelCove, *Norfolk/Hampton, VA Fiber Map*, http://www.telcove.com/maps/VA_Norfolk-Hampton_Feb-06.jpg.

⁸³ *Id.*

⁸⁴ *Competitive Carrier Report 2006*, Ch. 6 – TelCove at 11-12.

⁸⁵ TelCove Press Release, *TelCove To Acquire Certain Assets of KMC Telecom – Additional Markets Augment Telecommunications Provider’s Existing, Extensive Footprint* (Feb. 3, 2005).

⁸⁶ TelCove, *Internet Services*, <http://www.telcove.com/products/internet-services.asp>; TelCove, *Data Services*, <http://www.telcove.com/products/data-services.asp>; TelCove, *Voice Services*, <http://www.telcove.com/products/voice-services.asp>.

⁸⁷ TelCove, *Carrier Overview*, <http://www.telcove.com/carriers/carriers.asp>.

⁸⁸ TelCove, *Carrier Services: Our IXC Partners*, <http://www.telcove.com/carriers/interexchange.asp>.

available for the City of Virginia Beach and as of December 2005 for other parts of the MSA, Level 3 had nearly **** business E911 listings in the Virginia Beach MSA.

47. Sprint is one the nation's largest long-distance carriers, with an extensive, national fiber-optic network and a large base of enterprise customers.⁸⁹ Sprint offers a full suite of voice and data services, including local and long-distance voice, VoIP, ATM, frame relay, Ethernet, private lines, IP VPNs, and dedicated Internet access.⁹⁰ ****

**** According to Sprint, in addition to retail services, the company's "Sprint Wholesale Private Line services provide dedicated wide area networks (WANs) links to enhance data and voice communications for your customers and your own network."⁹¹

48. US LEC has deployed both voice and data switches in Norfolk, VA.⁹² US LEC offers a variety of voice and data services, including local and long-distance voice, DID trunks,

⁸⁹ Sprint, *Leadership & Innovation*, <http://www.sprint.com/business/products/whySprint/leadershipInnovation.jsp> ("95% of the FORTUNE 1000 use Sprint"); Sprint, *The Network*, <http://www.sprint.com/business/products/whySprint/theNetwork.jsp> (Sprint's "IP, ATM, and Frame Relay networks offer seamless interconnectivity, eliminating the need for extensive (and expensive) physical overhauls or conversions. ... The bottom line is infrastructure and we have spent years investing in ours to make it among the most robust and consistently reliable in the industry.").

⁹⁰ Sprint, *Landline Phone*, <http://www.sprint.com/business/products/sections/landlinePhone.html>; Sprint, *Internet & IP*, <http://www.sprint.com/business/products/sections/internetAndIp.jsp>; Sprint, *Networking*, <http://www.sprint.com/business/products/sections/networking.jsp>.

⁹¹ Sprint, *Sprint Wholesale Private Line*, http://www.sprint.com/wholesale/nl_products_data_privateline.html

⁹² US LEC, *Eastern United States Network*, <http://www.uslec.com/core-networks-map.aspx>.

frame relay, ATM, private lines, MPLS VPNs, Ethernet local loop, and collocation services.⁹³ In addition, US LEC states that its “wholesale offering provides carriers US domestic termination services throughout its 16-state footprint.”⁹⁴ Based on the most recent data available for the City of Virginia Beach and as of December 2005 for other parts of the MSA, US LEC had approximately **** business E911 listings in the Virginia Beach MSA. US LEC recently announced an agreement to merge with PAETEC Communications, a CLEC serving business customers in the Northeast.⁹⁵

3. Other Competitors

49. In recent years there has been a dramatic increase in competition from systems integrators – such as Electronic Data Systems Corp., IBM Global Services, Accenture, Cap Gemini Ernst & Young, Northrup Grumman, General Dynamics, and Computer Sciences Corp. With the increasing complexity and utilization of IT and communications systems, large businesses are increasingly turning to network integrators to assess, plan, and manage their telecommunications systems. The need for network integrators is heightened by the need for extensive planning and management needed to create converged systems without having to create new physical networks from scratch. Network integrators thus provide managed services to large business customers, such as network design and operation.

50. Systems integrators have shown that they can compete successfully against traditional telecommunications providers. One Yankee Group study showed that 10 percent of

⁹³ US LEC, *Local*, <http://www.uslec.com/local-voice.aspx>; US LEC, *Long Distance*, <http://www.uslec.com/long-distance-voice.aspx>; US LEC, *Frame Relay*, <http://www.uslec.com/frame-relay.aspx>; US LEC, *Colocation*, <http://www.uslec.com/colocation.aspx>.

⁹⁴ US LEC, *Wholesale Voice*, <http://www.uslec.com/wholesale-voice.aspx>.

⁹⁵ PAETEC News Release, *PAETEC and US LEC to Combine in \$1.3 Billion Transaction* (Aug. 14, 2006).

surveyed businesses reported that a system integrator was its primary communications service provider in 2004.⁹⁶ Likewise, in the government sphere, systems integrators have emerged as leading competitors. Integrators have recently won many major contracts. For example, in October 2004, Lockheed Martin teamed up with AT&T, Hewlett-Packard Co., Hughes Network Systems Inc., and large local exchange carriers to become the comprehensive provider of managed network services to over 37,000 U.S. Postal Service locations. The \$3 billion contract was awarded principally to Lockheed Martin.⁹⁷ In January 2006, a Lockheed-led team was awarded a \$2 billion contract to create a new Air Force communications network.⁹⁸ Harris Corp. won a \$1.7 billion contract for the nationwide FAA network;⁹⁹ EDS and Lockheed Martin won HUD contracts worth \$400 million each;¹⁰⁰ EDS won the Navy's \$8.8 billion NMCI networking contract;¹⁰¹ General Dynamics won the contract for Pentagon renovations;¹⁰² CSC won the \$2 billion WIN-T contract in connection with the Army's Warfighter Information Network

⁹⁶ S. Hackett, Yankee Group, *The State of the Enterprise* at 28 (Nov. 30, 2004).

⁹⁷ J. Miller, *USPS Taps Lockheed Martin for \$3 Billion Telecom Contract*, Gov't Computer News (Oct. 14, 2004), http://www.gcn.com/vol1_no1/outsourcing/27505-1.html; United States Postal Service, *Postal Facts 2006*, <http://www.usps.com/communications/organization/postalfacts.htm>.

⁹⁸ Lockheed Martin Press Release, *Lockheed Martin Awarded \$2 Billion Contract to Build Network Missions Operations System* (Jan. 27, 2006) (the team included Northrup Grumman, Telcordia Technologies, and SAIC, among others).

⁹⁹ Harris Corp., *2002 Annual Report*, <http://www.harris.com/harris/ar/archives/annual-report2002.pdf>.

¹⁰⁰ U.S. Department of Housing and Urban Development, *HUD Information Technology Services*, <http://www.hud.gov/offices/cpo/primes/hits.cfm>.

¹⁰¹ J. Perez, *EDS CEO: Navy Contract Under Control*, InfoWorld (Feb. 18, 2004).

¹⁰² F. Tiboni, *General Dynamics wins Pentagon Contract*, Federal Computer Week (Aug. 13, 2004).

project¹⁰³ and was recently awarded a \$1.9 billion contract to provide IT services to BAE systems;¹⁰⁴ and Northrop Grumman won the Air Force's \$9 billion NetCENTS contract, as well as a \$2 billion contract to run the State of Virginia's information infrastructure.¹⁰⁵ IBM Global Services won a recent contract with Lloyd's TSB bank to provide that company with converged voice and data systems, including 70,000 VoIP telephones.¹⁰⁶

51. Because all communications services depend in part on customer premises equipment, one trend for enterprise customers is the development of increasingly sophisticated on-site communications capability to replace services that were previously provided through the network.¹⁰⁷ In part for this reason, a variety of equipment manufacturers are also competing for large business customers. Siemens offers a variety of converged communications solutions, including real-time IP systems, security systems, customer interaction solutions, and voice, data, and messaging systems, for enterprise customers.¹⁰⁸ Lucent provides a host of telecommunications services for business customers, including, among other things, its IP Centrex product, which is a fully managed service that combines the functionality of Centrex

¹⁰³ CSC News Release, *CSC Wins \$500 Million Forscom Aviation Support Contract* (Aug. 24, 2004) ("The aggregate ceiling value for all four contracts is \$2 billion.").

¹⁰⁴ CSC News Release, *CSC Renews \$1.9Billion IT Services Contract with BAE Systems for The Third Time* (May 2, 2006).

¹⁰⁵ W.D. Gardner, *USAF To Dole Out \$9 Billion On Beefed Up Network*, Networking Pipeline (Sept. 14, 2004); FedSources, *Market News Flash – 10/31/05* (Oct. 31, 2005), http://www.fedsources.com/about/fsinews/mktflash_103105.asp.

¹⁰⁶ IBM Release, *At £500m IBM Voice and Data Services Deal To Enable Lloyds TSB's Next Generation Business Solutions* (Dec. 6, 2004).

¹⁰⁷ See T. Valovic, et al., IDC Research, *U.S. Hosted IP Voice Forecast and Analysis, 2002–2007* at 1, 19 (Feb. 2003).

¹⁰⁸ Siemens Enterprise Networks, *Products, Solutions & Services*, <http://enterprise.usa.siemens.com/products.html>.

with the benefits of VOIP.¹⁰⁹ Lucent also provides managed data services, including ATM, Frame Relay, and Ethernet-over-SONET, to business customers.¹¹⁰

¹⁰⁹ Lucent Technologies, *IP Centrex Service for Enterprises*, http://www.lucent.com/solutions/ip_centrex.html.

¹¹⁰ Lucent Technologies, *Optical Networking Solutions for Enterprises*, http://www.lucent.com/solutions/optical_networking_ent.html; Lucent Technologies, *Ethernet over SONET (EoS) Services for Enterprises*, <http://www.lucent.com/solutions/ethernet.html>.

I declare under penalty of perjury under the laws of the United States of America that the foregoing is true and correct.

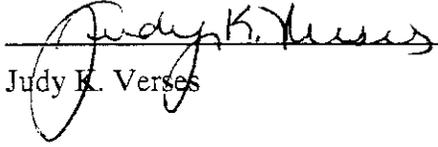
Executed on August 31, 2006



Quintin Lew

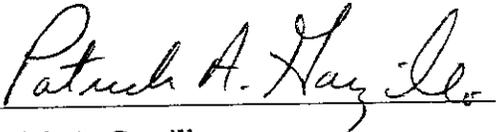
I declare under penalty of perjury under the laws of the United States of America that the foregoing is true and correct.

Executed on August 31, 2006


Judy K. Verses

I declare under penalty of perjury under the laws of the United States of America that the foregoing is true and correct.

Executed on August 31, 2006


Patrick A. Garzillo

DECLARATION OF QUINTIN LEW,
JUDY VERSES, AND PATRICK GARZILLO
REGARDING COMPETITION IN THE
VIRGINIA BEACH METROPOLITAN STATISTICAL AREA

EXHIBIT 1

Competitive Prices for Mass-Market Voice Telephone Service

There are many competitors offering mass-market voice telephone service in the Virginia Beach MSA using their own switches or VoIP technology. These carriers' offerings are priced at levels that are comparable to or below Verizon's voice telephone package rate. Verizon has prepared a table that compares the prices and features of the voice telephone service offerings of several leading competitors, including VoIP offerings, wireless offerings, and circuit-switched offerings. Verizon prepared this table by examining the competitors' websites and other publicly available information. This comparison shows that mass-market customers can obtain voice telephone service from several competitors at rates that are comparable to or lower than Verizon's rates.

VIRGINIA BEACH

Comparison of Competitive Calling Bundle Prices and Features

	Verizon Freedom Essentials	Cavalier Unlimited Long Distance	Cox Nationwide Connections (Hampton Roads)	Vonage Premium Unlimited ¹	Phonom TotalCall Gold ¹	ZingoTel Residential Unlimited ¹	BroadVoice Unlimited World ¹	Packet8 Freedom Unlimited ¹	ITP Residential Unlimited ¹	Lingo Unlimited ¹	MyPhone Company Unlimited Home U.S. & Canada ¹	BroadVox Direct Residential Unlimited ¹	AOL TotalTalk Unlimited ¹	Net2Phone VoiceLine Unlimited ¹
Price	\$39.95	\$34.95	\$69.95	\$24.99	\$24.99	\$14.95	\$19.95	\$19.99	\$19.99	\$21.95	\$24.99	\$29.95	\$29.99	\$29.99
Local Calling	Unlimited													
Local Toll Calling	Unlimited													
Long Distance	Unlimited													
Calling Features	3	10	6	13	10	9	18	11	11	12	11	9	10	11

	Cingular Nation w/ Rollover	Cingular Nation w/ Rollover	Sprint PCS Fair & Flexible	Sprint PCS Fair & Flexible	Sprint PCS Fair & Flexible	T-Mobile Basic Plus (National)	T-Mobile Get More (National)	T-Mobile Get More 1000 Plus (National)	T-Mobile Get More Ultra (National)	ALLTEL Greater Freedom (Regional)	ALLTEL National Freedom	ALLTEL National Freedom	NTELOS Nation	NTELOS Nation
	450 mins.	900 mins.	200 mins.	450 mins.	900 mins.	300 mins.	600 mins.	1000 mins.	1500 mins.	700 mins.	500 mins.	1000 mins.	600 mins.	1000 mins.
Price	\$39.99	\$59.99	\$29.99	\$39.99	\$39.99	\$29.99	\$39.99	\$49.99	\$69.99	\$39.99	\$39.99	\$49.99	\$39.99	\$49.99
Local Calling	Included within Plan Minutes (some plans include unlimited nights & weekends and unlimited mobile-to-mobile minutes)													
Local Toll Calling	Included within Plan Minutes (some plans include unlimited nights & weekends and unlimited mobile-to-mobile minutes)													
Long Distance	Included within Plan Minutes (some plans include unlimited nights & weekends and unlimited mobile-to-mobile minutes)													
Calling Features	5	5	5	5	5	5	5	5	5	5	5	5	6	6

¹Requires broadband connection at additional cost.

Sources

Verizon. Verizon, *Verizon Freedom*, http://www22.verizon.com/ForYourHome/SAS/sas_Freedom.aspx. Calling features: Voice Mail, Caller ID, and Call Waiting.

Cavalier. Cavalier Telephone, *Unlimited Long Distance Plans for Residential Customers*, http://www.cavtel.com/homeservice/Unlim_%20residential.shtml. Calling features: Voice Mail, Caller ID, Call Waiting, Call Forwarding/Remote Call Forwarding, Three-Way Calling, Last Call Connect, Repeat Dialing, Speed Dialing, Call Blocking, and Anonymous Call Rejection.

Cox. Cox, *Hampton Roads: Digital Telephone Packages: Pricing*, <http://www.cox.com/HR/Telephone/pricing-telephone.asp> (Nationwide Connections Package). Calling features: Voice Mail, Caller ID, Call Waiting/Call Waiting ID, Call Return, Priority Ringing, and Long Distance Alert.

Vonage. Vonage, *Premium Unlimited Plan*, http://vonage.com/products_premium.php; Vonage, *Features*, <http://vonage.com/features.php>. Calling features: Voicemail Plus, Caller ID with Name, Call Waiting, Call Forwarding, Three-Way Calling, Call Transfer, Call Return, Caller ID Block, Repeat Dialing, Click-2-Call, International Call Block, Ring Lists, and Call Hunt.

Phonom. Cavalier Telephone, *Phonom Voice over Broadband*, http://www.cavtel.com/voip/voice_over_broadband/total_call.shtml. Calling features: Voice Mail, Caller ID, Call Waiting, Talking Call Waiting, Call Forwarding/Remote Call Forwarding, Three-Way Calling, Speed Dialing 8, Last Call Connect *69, Repeat Dialing, and Call Blocking/Anonymous Call Rejection/900 Toll Block.

ZingoTel. ZingoTel, *Residential Unlimited*, <http://www.zingotel.com/online/en/Product/PlanA3?PHPSESSID=ecda7194030a2d7cc53a84926b0edc99>. Calling features: Voice Mail, Caller ID, Call Waiting, Call Forwarding, Three-Way Calling, Call Return, Automatic Call Back, Caller ID Blocking, and Speed Dialing.

BroadVoice. BroadVoice, *Rate Plans*, http://www.broadvoice.com/rateplans_unlimited_world.html; BroadVoice, *Features*, <http://www.broadvoice.com/features.html>. Calling features: Voice Mail/Voice Mail Aliases, Call Waiting, Caller ID with Name, Calling ID Blocking, Call Forwarding Always/Busy/No Answer/Selective, Three-Way Calling, Anonymous Call Rejection, Call Hold, Call Notify, *69 Call Return, Call Transfer, Distinctive Ring, Do Not Disturb, Last Number Redial, Speed Dial 8/Speed Dial 100, BroadVoice Call Manager, Priority Alert, and Simultaneous Ring.

Packet8. Packet8, *Service Plans*, <https://telebay.packet8.net/about/residential.asp>; Packet8, *Packet8 Delivers the Goods!*, <https://telebay.packet8.net/about/features.asp>. Calling features: Voice Mail, Voice Mail to E-mail Notification, Caller ID with Name, Call Waiting/Call Waiting Disable/Call Waiting ID, Call Forwarding/Network Unavailable Forwarding, Three-Way Calling, Call Return, Find Me Follow Me/Simultaneous Ringing On Multiple Phone Number, Do Not Disturb, Caller ID Blocking, and Anonymous Call Blocking.

ITP. ITP, *Residential Premium Unlimited*, <http://www.itelprovider.com/products.aspx?id=1042>. Calling features: Voice Mail, Caller ID, Call Waiting, Call Forwarding, Three-Way Calling, Do Not Disturb, *69, Redial, Speed Dial, Caller ID Block, and Anonymous Call Rejection.

Lingo. Lingo, *Home Plans*, http://www.lingo.com/voip/residential/home_plans.jsp; Lingo, *Features*, http://www.lingo.com/voip/features/voip_features.jsp. Calling features: Voice Mail, Caller ID with Name, Call Waiting, Call Forwarding, Three-Way Calling, Do Not Disturb, Call Return, Last Number Redial, Speed Dial, Simultaneous Ring, Caller ID Block, and Anonymous Call Rejection.

MyPhoneCompany. MyPhoneCompany, *Residential Plans*, http://www.myphonecompany.com/cognigen/home_2499.aspx; MyPhoneCompany, *Free Powerful Features*, <http://www.myphonecompany.com/cognigen/features.aspx>. Calling features: Enhanced Voice Mail, Caller ID, Call Waiting/Call Waiting with Caller ID/Call Waiting Disable, Call Forwarding, Call Transfer, Three Way Calling, Return Call (*69), Busy Redial (*66), Do Not Disturb, Caller ID Block, and Anonymous Call Block.

BroadVox. Broadvox Direct, *Residential Unlimited*, <http://www.broadvoxdirect.com/res19.html>. Calling features: Voice Mail, Caller ID, Call Waiting, Call Forwarding, Call Transfer, Conference Calling, Do Not Disturb, Caller ID Block, and Call Logs.

AOL. AOL TotalTalk, *Calling Plans*, <http://www.totaltalk.com/callingplans.adp>; AOL TotalTalk, *Features*, <http://www.totaltalk.com/advancedfeatures.adp>. Calling features: Premium Voice Mail, Remote E-mail, Caller ID, Call Waiting, Call Forwarding, Call Transferring, Three-Way Calling, Call Alert/Mobile Phone Alerts, Click-to-Dial, and Call Blocking.

Net2Phone. Net2Phone, *Calling Plans & Rates*, <http://www.net2phone.com/consumer/voiceline/plans.asp>; Net2Phone, *Features*, <http://www.net2phone.com/consumer/voiceline/features.asp>. Calling features: Voice Mail, Caller ID, Call Waiting, Call Forwarding/Service Interruption Forwarding, Three-Way Calling, Call Return, Redial, Reach Me, Speed Dial, Call Blocking, and Do Not Disturb.

Cingular. Cingular, *Rate Plans*, available at <http://www.cingular.com>; Cingular, *Rate Plan Details*, available at <http://www.cingular.com>. Calling features: Basic Voice Mail, Caller ID, Call Forwarding, Call Waiting, and Three-Way Calling.

Sprint. Sprint, *Plans & Coverage*, available at <http://www1.sprintpcs.com>. Calling features: Voice Mail, Caller ID, Call Waiting, Numeric Paging, and Three-Way Calling.

T-Mobile. T-Mobile, *Select a Plan: National Plans*, <http://www.t-mobile.com/plans/?tab=national>. Calling features: Call Waiting and Call Hold, Caller ID, Conference Calling, VoiceMail, and Paging.

ALLTEL. ALLTEL, *Greater Freedom*, http://www.alltel.com/personal/wireless/plans/greater_freedom.html; ALLTEL, *National Freedom*, http://www.alltel.com/personal/wireless/plans/national_freedom.html. Calling features: Basic Voice Mail, Caller ID, Call Waiting, Three-Way Calling, and Call Forwarding/No Answer Transfer.

NTELOS. NTELOS, *NTELOS Nation - No Roaming Charges*, http://www.ntelos.com/wireless/r_plans.html; NTELOS, *Features & Options*, http://www.ntelos.com/wireless/r_feats.html. Calling Features: Voice Mail, Caller ID, Call Waiting, Call Forwarding, Three-Way Calling, and Incoming Text Messaging.

**Over-the-Top VoIP Providers Offering Local Telephone Numbers
in the Virginia Beach MSA**

VoIP Provider	Plan	Monthly Price	Local	Long-Distance
1TouchTone	Voice Residential Basic	\$14.99	500 outgoing minutes; unlimited incoming minutes & calls to other 1TouchTone users; \$0.03/add'l minute	
	Voice Residential Unlimited	\$29.99	Unlimited	Unlimited (incl. Canada)
AOL	TotalTalk Local	\$18.99 (1 mo. free)	Unlimited	\$0.04/minute (incl. Canada)
	TotalTalk Unlimited	\$29.99 (1 mo. free)	Unlimited	Unlimited (incl. Canada)
	TotalTalk Global	\$34.99 (1 mo. free)	Unlimited	Unlimited (incl. Canada); low int'l rates
AT&T	CallVantage Service	\$24.99 (1st mo. free w/ online order)	Unlimited	Unlimited (incl. Canada)
	CallVantage Local	\$19.99	Unlimited	\$0.04/minute
	CallVantage 2-Line	\$49.99	Line 1: Unlimited	Line 1: Unlimited; Line 2: 500 mins.
bbtelsys	Home Unlimited	\$24.95	Unlimited	Unlimited (incl. Canada)
	The NO Plan	\$16.58 (\$199/yr.)	Unlimited	Unlimited (incl. Canada)
Broadfone	300 Outbound Minutes	\$9.99	300 outgoing minutes; unlimited incoming minutes; \$0.039/add'l minute	
	500 Outbound Minutes	\$14.99	500 outgoing minutes; unlimited incoming minutes; \$0.039/add'l minute	
	Unlimited U.S./Canada	\$24.99	Unlimited	Unlimited (incl. Canada)
BroadVoice	Unlimited In-State	\$9.95	Unlimited (in-state)	\$0.039/min. (out-of-state & Canada)
	Unlimited World	\$19.95	Unlimited	Unlimited; unlimited int'l to 21 countries
	Unlimited World Plus	\$24.95	Unlimited	Unlimited; unlimited int'l to 35 countries

VoIP Provider	Plan	Monthly Price	Local	Long-Distance
Broadvox Direct	Residential Choice Plus	\$9.95	100 outgoing minutes; unlimited incoming minutes; \$0.029/add'l minute	
	Residential Unlimited	\$29.95	Unlimited	Unlimited (incl. Canada)
EarthLink	trueVoice Basic	\$14.95 (1 mo. free)	500 outgoing minutes; unlimited incoming minutes; \$0.04/add'l minute	
	trueVoice Unlimited	\$24.95 (1 mo. free)	Unlimited	Unlimited
FuturaVoice	Voice Residential Basic	\$14.99	500 outgoing minutes; unlimited incoming minutes & calls to FuturaVoice users; \$0.03/add'l minute	
	Voice Residential Unlimited	\$29.99	Unlimited	Unlimited (incl. Canada)
iConnectHere	World Plan +400 World Minutes Per Month	\$15.99 (\$30 sign-up bonus)	400 minutes (selected countries); \$0.02/add'l minute to U.S./Canada	
	World Plan +800 US/Canada Minutes Per Month	\$15.99 (\$30 sign-up bonus)	800 minutes (incl. Canada); \$0.02/add'l minute	
	World Plan +2000 US/Canada Minutes Per Month	\$24.99 (\$30 sign-up bonus)	2000 minutes (incl. Canada); \$0.02/add'l minute	
InPhonex	USA and Canada Residential Unlimited with Incoming Phone Number	\$24.95	Unlimited	Unlimited (incl. Canada)
iPhone	Voice Residential Basic	\$14.99	500 outgoing minutes; unlimited incoming minutes; \$0.03/add'l minute	
	Voice Residential Unlimited	\$29.99	Unlimited	Unlimited (incl. Canada)
ITP	Residential Basic	\$9.99	500 minutes; unlimited calling to other ITP users; \$0.03/add'l min. (continental U.S.); \$0.05/add'l min. (AK/HI)	
	Residential Unlimited	\$19.99	Unlimited	Unlimited (incl. Canada)
	Home Office Basic (2 lines)	\$34.99	1500 minutes (incl. Canada)	
	Home Office Unlimited (2 lines)	\$44.99	Unlimited	Unlimited (incl. Canada)

VoIP Provider	Plan	Monthly Price	Local	Long-Distance
Lingo	Lingo Link	\$7.95 (1st mo. free)	Unlimited to other Lingo users; unlimited incoming calls; \$0.03/add'l minute	
	Basic	\$14.95 (1st mo. free)	500 outgoing minutes (incl. Canada & Western Europe); unlimited calls to Lingo users; \$0.03/add'l minute	
	Unlimited W. Europe	\$21.95 (1st mo. free)	Unlimited	Unlimited (incl. Canada & Western Europe)
MyPhone Company.com	Unlimited Local Home Calling	\$19.99	Unlimited	\$0.025/minute
	Unlimited Home U.S. & Canada	\$24.99	Unlimited	Unlimited (incl. Canada)
	Unlimited U.S. & Canada + International	\$34.99	Unlimited	Unlimited (incl. int'l)
Net2Phone	VoiceLine U.S./Canada 500	\$14.99	500 outgoing minutes; unlimited incoming minutes & calls to other VoiceLine users; \$0.039/add'l minute	
	VoiceLine U.S./Canada Unlimited	\$29.99	Unlimited	Unlimited (incl. Canada)
Packet8	Freedom Unlimited	\$19.99	Unlimited	Unlimited (incl. Canada)
	Freedom Unlimited Global	\$49.99	Unlimited	Unlimited (incl. Canada & selected countries)
	Freedom Annual	\$16.58 (\$199/yr.)	Unlimited	Unlimited (incl. Canada)

VoIP Provider	Plan	Monthly Price	Local	Long-Distance
SunRocket	Limited Edition	\$9.95	200 outgoing minutes; unlimited incoming minutes & calls to other SunRocket users; \$0.03/add'l minute	
	Annual Edition	\$16.58 (\$199/yr.)	Unlimited	Unlimited (incl. Canada); \$3 allowance for int'l calls
	Monthly Edition	\$24.95	Unlimited	Unlimited (incl. Canada); \$3 allowance for int'l calls
	SunSpots Edition	\$24.92 (\$299/yr.)	Unlimited	Unlimited (incl. Canada & selected countries)
	Global Edition	\$29.08 (\$349/yr.)	Unlimited	Unlimited (incl. Canada); \$20 allowance for int'l calls
VelocityTel	Residential Basic 500	\$14.95	500 outgoing minutes (incl. Canada); unlimited incoming minutes; \$0.03/add'l minute	
	Residential Unlimited	\$24.95	Unlimited	Unlimited (incl. Canada)
ViaTalk	vt_500	\$14.95	500 outgoing minutes (incl. Canada); unlimited incoming minutes; \$0.035/add'l minute	
	vt_500 (12-month billing cycle)	\$11.95	500 outgoing minutes (incl. Canada); unlimited incoming minutes; \$0.035/add'l minute	
	vt_500 (24-month billing cycle)	\$9.95	500 outgoing minutes (incl. Canada); unlimited incoming minutes; \$0.035/add'l minute	
	vt_unlimited	\$22.95	Unlimited	Unlimited (incl. Canada)
	vt_unlimited (12-month billing cycle)	\$19.95 (+3 mos. free)	Unlimited	Unlimited (incl. Canada)
	vt_unlimited (24-month billing cycle)	\$15.95 (+6 mos. free)	Unlimited	Unlimited (incl. Canada)