

markets, and sells a complete phone and network system designed to benefit small and medium-sized businesses.”¹⁰⁴ Following the acquisition of McLeodUSA, PAETEC’s network spans approximately 17,000 route miles.¹⁰⁵ As of the end of September 2007, PAETEC has installed approximately 115,000 T-1 lines, and serves 2.8 million voice-grade equivalent lines.¹⁰⁶ PAETEC announced adjusted EBITDA of \$53.8 million for the third quarter of 2007, which represented a 188 percent increase over the third quarter of 2006.¹⁰⁷

51. PAETEC has deployed voice and data switches in Norfolk.¹⁰⁸ PAETEC offers a variety of voice and data services in the Virginia Beach MSA, including local and long-distance voice services, frame relay, IP VPN, managed VPNs, and dedicated Internet access.¹⁰⁹ PAETEC’s data offerings include dedicated Internet access (T1 through OCn), burstable Internet access (Ethernet through OCn), and MPLS VPN services.¹¹⁰ According to Verizon’s wholesale billing records as of the end of December 2007, PAETEC is serving approximately [BEGIN
HIGHLY CONFIDENTIAL [END HIGHLY CONFIDENTIAL] voice-grade equivalent lines in Cox’s service territory in the Virginia Beach MSA using special access.

¹⁰⁴ PAETEC Press Release, *PAETEC Completes Acquisition of Allworx* (Nov. 1, 2007).

¹⁰⁵ PAETEC Press Release, *PAETEC Completes Acquisition of McLeodUSA* (Feb. 8, 2008).

¹⁰⁶ PAETEC Holdings Corp., Form 10-Q at 24 (SEC filed Nov. 14, 2007).

¹⁰⁷ PAETEC Press Release, *PAETEC Holding Corp. Announces 2007 Third Quarter Results* (Nov. 8, 2007).

¹⁰⁸ *Competitive Carrier Report 2007*, Ch. 6 – US LEC Corp. at 13, 15.

¹⁰⁹ PAETEC, *Offerings*, <http://www.paetec.com/voice/portfolio.html>; PAETEC, *Data Services*, <http://www.paetec.com/data/overview.html>.

¹¹⁰ PAETEC, *PAETEC Products & Services Portfolio*, http://www.paetec.com/downloads/press_kit/ProductsServices2_20.pdf.

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52. Sprint is one the nation's largest long-distance carriers, with an extensive, national fiber-optic network and a large base of enterprise customers.¹¹¹ Sprint offers business customers "the solutions for all of your worldwide network access needs," including "flexible bandwidth options, secure data transport, robust VoIP solutions, a seamless migration path to IP and the ability to manage dissimilar network resources."¹¹² 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.¹¹³ Sprint's "wireline backbone plays a critical role for Sprint initiatives that include wireless traffic backhaul."¹¹⁴ 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."¹¹⁵ Sprint Wholesale Data services include dedicated Internet access ("from T1 to OC48 and Ethernet up to 10 GB"), Frame Relay ("up to 622 Mbps (OC12)"), and MPLS

¹¹¹ 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.").

¹¹² Sprint, *IP Convergence*, http://www.nextel.com/en/solutions/ip_convergence/index.shtml?id12=Business_MedLargeTab_Link_IPConvergence.

¹¹³ Sprint, *Wireline Solutions*, <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>.

¹¹⁴ Sprint News Release, *Businesses Achieve Efficiency and Path for Future Growth with IP-Based Solutions from Sprint* (July 11, 2007).

¹¹⁵ Sprint, *Sprint Wholesale Private Line*, http://www.sprint.com/wholesale/nl_products_data_privateline.html.

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VPN.¹¹⁶ According to Verizon's wholesale billing records as of the end of December 2007, Sprint is serving more than [BEGIN HIGHLY CONFIDENTIAL] [END HIGHLY CONFIDENTIAL] voice-grade equivalent lines in Cox's service territory in the Virginia Beach MSA using special access.¹¹⁷

53. Qwest offers "QWave" service – a "fully managed, private, point-to-point service delivered over a state-of-the-art dense wave division multiplexing (DWDM) network" in the Chesapeake area of the Virginia Beach MSA.¹¹⁸ QWave is "[i]deally suited for banks and financial institutions, government organizations, enterprise customers, interexchange carriers (IXCs) and wireless operators that require dedicated broadband transport network connectivity without the need for capital or the responsibility of owning and operating network infrastructure. Qwest provides . . . a wide range of transport bandwidths including 1GbE, 2.5G (OC-48), 10G (OC-192) – SONET or SDH – and 10GbE LAN PHY."¹¹⁹ Qwest also maintains a network point-of-presence for Private Line service in the Portsmouth area of the Virginia Beach MSA. Qwest's Private Line service is available at DS0 to OC-N speeds.¹²⁰ According to Verizon's wholesale billing records as of the end of December 2007, Qwest is serving approximately

¹¹⁶ Sprint, *The Data Services That Deliver Customers to Your Door*, http://www.sprint.com/wholesale/nl_products_data.html.

¹¹⁷ This excludes special access lines provided to Sprint's Nextel wireless unit.

¹¹⁸ Qwest, *QWave*, http://www.qwest.com/largebusiness/enterprisesolutions/downloads/ethernet/qwave_po_0906.pdf; Qwest, *Network Maps*, <http://www.qwest.com/largebusiness/enterprisesolutions/networkMaps/preloader.swf>.

¹¹⁹ Qwest, *QWave*, http://www.qwest.com/largebusiness/enterprisesolutions/downloads/ethernet/qwave_po_0906.pdf.

¹²⁰ Qwest, *Private Line Network Map*, http://www.qwest.com/largebusiness/enterprisesolutions/downloads/0703-NAFiber_PL_Map.pdf; Qwest, *Qwest Domestic Private Line Service*, http://www.qwest.com/largebusiness/enterprisesolutions/downloads/privateline/private_line_domestic_po_052606.pdf.

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[END HIGHLY CONFIDENTIAL] voice-

grade equivalent lines in Cox's service territory in the Virginia Beach MSA using special access.

3. Wholesale and Fixed Wireless Providers

54. In addition to cable operators and traditional telecommunications carriers, there is a class of providers that offer mainly wholesale services to other telecommunications carriers. Wholesale providers allow other communications carriers to purchase bandwidth where such purchases may otherwise be unfeasible due to cost constraints or other limiting factors. Many of these wholesale providers are using fixed wireless technologies.

55. Telecom Transport Management, Inc. ("TTM") is an example of a "carrier's carrier" that offers "advanced voice and data transport backhaul solutions for wireless carriers" in the Norfolk area of the Virginia Beach MSA.¹²¹ The company states that it "markets microwave transport services to mobile wireless carriers as a competitive alternative to landline facilities for carrying voice and data traffic from cell sites to mobile switching centers or other points of presence," and that its company is "staffed by a team of wireless industry veterans dedicated to a single purpose: delivering carrier-class, cost-effective backhaul transport solutions to wireless carriers in the U.S."¹²² The company claims that three of the top four U.S. wireless carriers are customers, and that hundreds of thousands of calls are transported across the TTM

¹²¹ Telecom Transport Management Press Release, *Telecom Transport Management Closes Series D Equity Funding Totaling \$120 Million: Company Expanding Wireless Backhaul Networks for Major Carriers in Midwest and East Coast* (Nov. 6, 2007); J. Cook, *Telecom Transport on Track to Raise \$120 Million*, Seattle Post-Intelligencer at D1 (Nov. 6, 2007).

¹²² Comments of Telecom Transport Management, Inc., *Amendment of Part 101 of the Commission's Rules to Modify Antenna Requirements for the 10.7 - 11.7 GHz Band*, WT Docket No. 07-54, RM-11043 (FCC filed May 25, 2007).

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network every day.¹²³ TTM recently announced the close of an equity funding package totaling \$120 million, which the company will use to “continue to build out its TDM and Ethernet backhaul networks.”¹²⁴

56. AccessNet claims to have “the largest fixed wireless footprint in Hampton Roads.”¹²⁵ The company provides “symmetrical, broadband wireless access services from 256 Kbps to 1 Gig,” and its “wireless point to multi-point wireless network effectively bypasses the [LEC] wireline infrastructure,” and is “[b]acked by [AccessNet’s] fiber optic network.”¹²⁶ AccessNet claims that its “wireless access solutions offer instant scalability and installations within days, not weeks,” and that it “provides broadband access to users in rural or difficult to reach areas where traditional connectivity solutions are either not available or economically feasible.”¹²⁷ AccessNet’s offerings range from “broadband wireless Internet access solutions [that] are perfect for moderate to light corporate users with generally under 40 workstations,” to “carrier class” service “targeted at bandwidth hungry enterprises that require more robust amounts of bandwidth for mission critical applications.”¹²⁸

¹²³ See J. Cook, *Telecom Transport on Track to Raise \$120 Million*, Seattle Post-Intelligencer at D1 (Nov. 6, 2007).

¹²⁴ Telecom Transport Management Press Release, *Telecom Transport Management Closes Series D Equity Funding Totaling \$120 Million: Company Expanding Wireless Backhaul Networks for Major Carriers in Midwest and East Coast* (Nov. 6, 2007).

¹²⁵ AccessNet, *AccessNet Wireless*, <http://www.accessnet.com/services/wireless.htm> (emphasis omitted).

¹²⁶ *Id.*

¹²⁷ *Id.*

¹²⁸ *Id.*

57. Atrius Technologies claims it “owns and operates one of the largest privately owned Data Networks in the Hampton Roads Virginia area.”¹²⁹ Atrius is “aggressively building out its BroadNet Metropolitan Fiber Optic and Fixed Wireless Networks in Hampton Roads and is able to leverage an unprecedented economy of scale to offer very high speed Data and Internet connections up to 1 GB over a extremely secure private network.”¹³⁰ Atrius’s service area “covers most of the Norfolk, Portsmouth, Virginia Beach, and Chesapeake Metropolitan areas, and the area [it serves] is expanding all the time.”¹³¹ Atrius operates a “carrier class” network operations and data center in Norfolk, and administration and sales offices in Virginia Beach.¹³² Atrius’s “BroadNet” service “can deliver up to 4.5 Mb/s or the equivalent of three dedicated T1 connections,” and according to their website, “Atrius can build point-to-point BroadNet Plus connections delivering fiber-quality services up to 100Mb” for customers with internetworking needs.¹³³ Atrius states that “[c]ertain buildings like Dominion Tower, 500 East Main, and 555 East Main in Norfolk are directly connected to the SmartBuilding backbone by a private, interconnected, and fully redundant fiber optic network.”¹³⁴

58. NET Telcos (formerly known as Continental VisiNet Broadband) claims it “currently operates Virginia’s largest broadband wireless network,” and in 2007 the company began providing “integrated internet, data and datacenter solutions for businesses . . . in the

¹²⁹ Atrius Technologies Weblog, *Atrius Launches the SmartBuilding Network* (Aug. 10, 2006), <http://blog.pinn.net/>.

¹³⁰ *Id.*

¹³¹ Atrius Technologies, *BroadNet Service*, <http://www.atriustech.com/broadnet.php>.

¹³² Atrius Technologies, *Data Center, Norfolk*, http://www.atriustech.com/Data_Center.php; Atrius Technologies, *Who We Are*, <http://www.atriustech.com/>.

¹³³ Atrius Technologies, *BroadNet Service*, <http://www.atriustech.com/broadnet.php>.

¹³⁴ Atrius Technologies Weblog, *Atrius Launches the SmartBuilding Network* (Aug. 10, 2006), <http://blog.pinn.net/>.

Hampton Roads market.”¹³⁵ NET Telcos’ offering includes “custom designed data network solutions and data center services aimed at mid-sized businesses and institutions.”¹³⁶ The company’s general manager stated that “[t]he availability of these cost effective, reliable services available to mid to large business customers in Hampton Roads will truly enhance the abilities of their operations. NET Telcos is poised to deliver the services that will support these organizations both now and for any future needs.”¹³⁷ NET Telcos has “a portfolio of over 300 Wireless Links managed in the Hampton Roads market.”¹³⁸ The company recently opened a new, 20,000 square-foot data center in Chesapeake to serve the Hampton Roads market, with “a robust network configuration based around dual self-healing OC-12 fiber optic SONET rings.”¹³⁹ According to the company’s general manager, “[i]t is the finest facility of its kind in Southeastern Virginia, bar none.”¹⁴⁰

4. Other Competitors

59. 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, Northrop Grumman, General Dynamics, and Computer Sciences Corp. With the increasing complexity and utilization of IT and communications systems, large

¹³⁵ NET Telcos Press Release, *Business-Class Products Now Available Across Virginia* (Jan. 15, 2007).

¹³⁶ *Id.*

¹³⁷ *Id.* (quoting NET Telcos General Manager Paul Diemer).

¹³⁸ NET Telcos Press Release, *Continental VisiNet Broadband/ NET Telcos Enables Waterside Festival Marketplace with WiFi in Preparation for Sail Virginia Tourists and Sailors* (Feb. 27, 2007) (quoting NET Telcos regional manager Danny Cullen).

¹³⁹ NET Telcos Press Release, *NET Telcos Pursues Aggressive Growth Plan in Hampton Roads with New Data Center Facility in Chesapeake* (Dec. 3, 2007).

¹⁴⁰ *Id.* (quoting NET Telcos general manager Scott Rodgers).

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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.

60. Systems integrators have shown that they can compete successfully against traditional telecommunications providers. A February 2007 IDC survey of enterprises with 1,000 or more employees found that systems integrators/IT outsourcing firms were the primary service provider for approximately 19 percent of Local Area Networking (LAN) services, more than 20 percent of Wide Area Networking (WAN) services, and 25 percent of other services for the enterprises surveyed.¹⁴¹ Computer Sciences Corp. (CSC), for example, is a leading international IT services company that specializes in systems integration and consulting services;¹⁴² CSC's 2007 annual report indicates that it signed a number of large, private-sector contracts, with companies such as Blue Scope Steel, Ltd. (\$378 million)¹⁴³ and Newmont Mining Corporation (\$180 million).¹⁴⁴ In 2007, IBM signed "a \$1.4 billion, seven-year global strategic outsourcing agreement with AstraZeneca" for which IBM will provide "a single global technical infrastructure, managing IT services for AstraZeneca across its global organization. This

¹⁴¹ See M. Posey, IDC, *IDC's Network/IT Convergence Survey: U.S. Enterprise Telecom Trends* at Figure 13 (May 2007).

¹⁴² Computer Sciences Corp., *CSC Fact Book* at 2 (Jan. 2008).

¹⁴³ Computer Sciences Corp., *2007 Annual Report* at 2.

¹⁴⁴ *Id.* at 3.

includes server and storage hosting, . . . network and communications services, including e-mail, and computer operations support.”¹⁴⁵

61. Likewise, in the government sphere, systems integrators have emerged as leading competitors. Integrators have recently won many major contracts. For example, Northrop Grumman has been serving as a subcontractor to AT&T Government Solutions on the Network Universal contract, which is potentially worth \$20 billion over ten years, to help AT&T compete for “task orders for telecommunications, networking and related services.”¹⁴⁶ The U.S. Army recently awarded General Dynamics and Lockheed Martin a \$921 million contract for the second and third phases of the Warfighter Information Network-Tactical (WIN-T) program.¹⁴⁷ EDS has signed \$5.7 billion in contracts, including eight contracts worth more than \$100 million with clients in the government, financial services, manufacturing and transportation industries. For example, EDS will provide Sabre Holdings with a full range of IT services under a \$630 million renewal contract; a \$489 million amendment to the UK Ministry of Defence (MoD) Defence Information Infrastructure contract to support the deployed military operations environment by creating a single, modernized MoD information infrastructure; and a \$310 million renewal with the Commonwealth Bank of Australia.¹⁴⁸

¹⁴⁵ IBM Corp. Press Release, *IBM Signs \$1.4 Billion Global Strategic Outsourcing Agreement with AstraZeneca* (July 16, 2007).

¹⁴⁶ Northrop Grumman News Release, *Northrop Grumman Brings Systems Integration Expertise to Network Contract* (Apr. 4, 2007).

¹⁴⁷ General Dynamics Press Release, *U.S. Army Awards \$921 Million to General Dynamics-Lockheed Martin Team for Continued Development and Acceleration of WIN-T Program* (Sept. 17, 2007).

¹⁴⁸ EDS Press Release, *EDS Reports 2007 Third Quarter Results* (Nov. 2, 2007).

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62. 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.¹⁴⁹ 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.¹⁵⁰ Alcatel-Lucent provides a host of telecommunications services for business customers, including, among other things, its IP Telephony offerings, which can support up to 255 x 100,000 users on a network where the enterprise, "can opt for an owned or service-provider hosted approach."¹⁵¹ Alcatel-Lucent also provides managed data services, including their Intelligent Optical Networking solution, Frame Relay, and Ethernet-over-SONET, to business customers.¹⁵²

¹⁴⁹ See P. Tufegdzcic, *et al.*, In-Stat, *IP Phones Invade the Home and Office* at 1, 6-7 (Nov. 6, 2006).

¹⁵⁰ Siemens Enterprise Networks, *Products, Solutions & Services*, <http://enterprise.usa.siemens.com/products.html>.

¹⁵¹ Alcatel-Lucent, *IP Telephony*, http://www1.alcatel-lucent.com/solutions/solution_desc.jhtml?solution=tcm:228-1303861635.

¹⁵² Alcatel-Lucent, *Intelligent Optical Networking*, http://www1.alcatel-lucent.com/solutions/solution_desc.jhtml?solution=tcm:228-460421635&LMSG_PARENT=Solution_Categories/Solution_Category_000041.xml&LMSG_MARKETSEGMENT=Enterprise&LMSG_PORTFOLIO=Optical&marketSegment=Enterprise&portfolio=Optical; *Alcatel-Lucent, Alcatel-Lucent MainStreet Frame Relay*, http://www1.alcatel-lucent.com/products/productssummary.jsp?productNumber=frame_relay; *Alcatel-Lucent, Alcatel-Lucent 1677 SONET Link*, <http://www1.alcatel-lucent.com/products/productssummary.jsp?repositoryID=/com/en/appxml/opproduct/alcatel1677sonetlinktcm228115071635.jhtml>.

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**IV. SUMMARY OF EXHIBITS OF COMPETITIVE DATA FOR COX'S SERVICE
TERRITORY IN THE VIRGINIA BEACH MSA**

63. Exhibit 5 provides the number of competitive residential switched access lines, as well as Verizon's retail residential switched access lines (including former MCI), by rate center, as of February 2008 for directory listings data, and as of December 2007 for switched access line data.

64. Exhibit 6 provides Verizon's retail switched residential and business access lines (excluding former MCI), by rate center and by wire center, as of December 2007.

65. Exhibit 7 provides wholesale switched access lines, by rate center and by wire center, as of December 2007. Data are reported in voice-grade equivalents and do not include former MCI. Wholesale switched access lines provided to the former MCI, other Verizon affiliates, or to unknown entities are reported on separate worksheets.

66. Exhibit 8 provides retail special access and private lines, by wire center, as of December 2007. Data are reported in voice-grade equivalents and do not include the former MCI.

67. Exhibit 9 provides wholesale special access and private lines, by bandwidth, by wire center, as of December 2007. Data are reported in voice-grade equivalents and do not include former MCI. Special access lines provided to competitors are presented as a total and excluding wireless companies (ALLTEL, AT&T Mobility, Mobilecomm, Nextel, NTELOS, Sprint PCS, and T-Mobile). Wholesale special access and private lines provided to the former MCI, other Verizon affiliates, or to unknown entities are reported on separate worksheets.

68. Exhibit 10 provides the distribution of 2007 revenue from high-capacity special access, by wire center.

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69. Exhibit 11 provides a list of wire centers exempt from UNE high-cap loop and dedicated transport ordering pursuant to the *Triennial Review Order*.¹⁵³

70. Exhibit 12 provides the number of CLECs with collocation arrangements, by wire center, as of December 2007. Data for the former MCI's and other Verizon affiliates' arrangements have been excluded.

71. This concludes our declaration.

¹⁵³ *Review of the Section 251 Unbundling Obligations of Incumbent Local Exchange Carriers, Report and Order and Order on Remand and Further Notice of Proposed Rulemaking*, 18 FCC Rcd 16978 (2003).

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

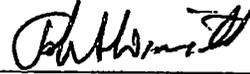
Executed on March ~~28~~, 2008



Quintin Lew

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

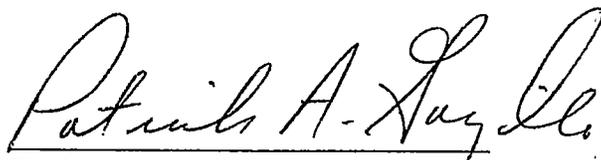
Executed on March 28, 2008



John A. Wimsatt

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

Executed on March 28, 2008

A handwritten signature in cursive script, reading "Patrick A. Garzillo". The signature is written in black ink and is positioned above a horizontal line.

Patrick A. Garzillo

DECLARATION OF QUINTIN LEW,
JOHN WIMSATT, AND PATRICK GARZILLO

EXHIBIT 1

Competitive Prices for Mass-Market Voice Telephone Service

There are many competitors offering mass-market voice telephone service in Cox's service territory 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	AT&T CallVantage ¹	BroadVoice Unlimited World ¹	ZingoTel Residential Unlimited ¹	ITP Residential Premium ¹	Lingo Chatter Box ¹	bbtelsys Home Unlimited ¹	Packet8 Freedom Unlimited ¹	MyPhone Company Unlimited Home U.S. & Canada ¹	BroadVox Direct Residential Unlimited ¹	Net2Phone U.S./Canada Unlimited ¹
Price	\$46.99	\$34.95	\$39.95	\$24.99	\$24.99	\$19.95	\$19.95	\$19.99	\$21.95	\$24.95	\$24.99	\$24.99	\$29.95	\$29.99
Local Calling	Unlimited													
Local Toll Calling	Unlimited													
Long Distance	Unlimited													
Calling Features	3	10	6	13	9	18	9	11	12	9	12	11	9	11

	AT&T Talk 450	AT&T Talk 900	Sprint Basic	Sprint Power Pack	Sprint Power Pack	T-Mobile Individual Basic	T-Mobile Individual Plus Promotional	T-Mobile Individual Max	ALLTEL Greater Freedom (Regional)	ALLTEL National Freedom	ALLTEL National Freedom	NTELOS Nation	NTELOS Nation	NTELOS Nation
	450 mins.	900 mins.	200 mins.	450 mins.	900 mins.	300 mins.	1000 mins.	1500 mins.	700 mins.	500 mins.	750 mins.	300 mins.	600 mins.	1000 mins.
Price	\$39.99	\$59.99	\$29.99	\$39.99	\$59.99	\$29.99	\$39.99	\$59.99	\$39.99	\$39.99	\$49.99	\$29.99	\$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	4	4	6	5	5	5	5	5	5

¹Requires broadband connection at additional cost.

Sources

Verizon. Verizon, *Freedom Calling Plans*, http://www22.verizon.com/ForYourHome/SAS/sas_Freedom.aspx (using zip code 23456). Calling features: Voice Mail, Caller ID, and Call Waiting.

Cavalier. Cavalier Telephone, *Unlimited Long Distance Phone Service Plans*, http://www.cavtel.com/forhome/phone_long.php. 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*, <http://www.cox.com/HR/Telephone/packages.asp#ld> (Nationwide Connections Package). Calling features: Voice Mail, Caller ID, Call Waiting/Call Waiting ID, Call Return, Priority Ringing, and Long Distance Alert.

Vonage. Vonage, *Residential 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.

AT&T. AT&T, *Plans & Pricing*, <http://www.usa.att.com/callvantage/plans/index.jsp>. Calling features: Call Log, Do Not Disturb, Call Forwarding/Safe Forward Number, Caller ID, Voicemail, Locate Me, Speed Dial, Three-Way Calling, and Call Waiting.

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Lingo. Lingo, *Residential Calling 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.

bbtelsys. bbtelsys, *The Home Unlimited Plan*, <http://bbtelsys.com/services/?subcat=3&pager=16>; bbtelsys, *Features*, <http://bbtelsys.com/?subcat=2&pager=8>. Calling features: Voicemail, Caller ID, Call Waiting/Call Waiting Disable/Call Waiting ID, Call Return, Caller ID Blocking, Call Forwarding, Three-Way Calling, Do Not Disturb, and Anonymous Call Blocking

Packet8. Packet8, *Residential Service Plans*, https://packet8.net/residential_services/service_plans.aspx; Packet8, *Residential VoIP Features*, https://packet8.net/residential_services/features.aspx. Calling features: Voice Mail, Voice Mail to E-mail Notification, Caller ID with Name, Call Blocking, Call Waiting/Call Waiting Disable/Call Waiting ID, Call Forwarding/Network Unavailable Forwarding, Three-Way Calling, Call Return, Follow Me Find Me/Simultaneous Ring, Do Not Disturb, Caller ID Blocking, Anonymous Call Blocking.

MyPhoneCompany. *MyPhoneCompany, Unlimited Home U.S. & Canada,*

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.

Net2Phone. *Net2Phone, Net2Phone VoiceLine: 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.

AT&T Wireless. *AT&T, Individual Cell Phone Plans,* http://www.wireless.att.com/cell-phone-service/get-started/index.jsp?q_returnUrl=/cell-phone-service/cell-phone-plans/individual-cell-phone-plans.jsp (using zip code 23456); Calling features: Basic Voice Mail, Caller ID, Call Forwarding, Call Waiting, and Three-Way Calling.

Sprint. *Sprint, Plans & Coverage, available at*
<http://nextelonline.nextel.com/NASApp/onlinestore/en/Action/DisplayPlans> (using zip code 23456); *Sprint, More Information About Voice Plans,* http://nextelonline.nextel.com/en/stores/popups/standard_features_popup.shtml. Calling features: Voice Mail, Caller ID and Caller ID Block, Call Waiting, Numeric Paging, and Three-Way Calling.

T-Mobile. *T-Mobile, Individual Plans,* <http://www.t-mobile.com/plans/?tab=national> (using zip code 23456). Calling features for Individual Basic, Plus Promotional, Max, and Unlimited: Call Waiting (All Plans), Caller ID (Basic, Unlimited, and Max), VoiceMail with Paging (Basic), Enhanced Voicemail (Unlimited), Conference Calling (Basic, Max and Unlimited), Call Forwarding (Plus Promotional and Max), Call Hold (Plus Promotional and Max), and Voicemail with Message-Waiting Indicators (Plus Promotional and Max).

ALLTEL. *ALLTEL, Wireless Plans: Individual Plans, available at* <http://www.alltel.com> (using zip code 23456). Calling features: Basic Voice Mail, Caller ID, Call Waiting, Three-Way Calling, and Call Forwarding/No Answer Transfer.

NTELOS. *NTELOS, Individual Wireless Plans,* <http://www.nteloswireless.com/plans.php>; *NTELOS, Voice Features,* <http://www.nteloswireless.com/voicefeatures.php>. Calling Features: Voice Mail, Caller ID, Call Waiting, Call Forwarding, Three-Way Calling.

DECLARATION OF QUINTIN LEW,
JOHN WIMSATT, AND PATRICK GARZILLO

EXHIBIT 3

Cox Hampton Roads » Digital Telephone » Calling Packages

Calling Packages

Cox offers a variety of phone packages to fit your lifestyle. You can order a basic phone line or, if you want to add more features, select from one of our packages below. Selecting a package makes a lot more sense than adding individual features. Why? Because the prices of the packages are dramatically discounted from the total regular price of the included features.

In addition, Cox offers a number of money-saving long distance and international calling plans.

Each calling package listed below includes one basic phone line - \$15.39* value!

COX PHONE PACKAGES					
	REG. PRICE	SIMPLY 3	SOLUTIONS PACKAGE	CONTROL PLUS	ACTIVE LIFESTYLE
TOTAL PRICE		\$19.95/mo.	\$30.34/mo.	\$25.34/mo.	\$21.34/mo.
BASIC PHONE SERVICE	\$15.39	✓	✓	✓	✓
ANONYMOUS CALL REJECTION	FREE	✓	✓	✓	✓
CALLER ID PER CALL BLOCKING	FREE	✓	✓	✓	✓
CALLER ID PER LINE BLOCKING	FREE	✓	✓	✓	✓
900/976 NUMBER BLOCKING	FREE	✓	✓	✓	✓
CALL WAITING	\$3.45	✓	✓	✓	✓
CALL WAITING ID	\$10.20	✓	✓	✓	
CALLER ID	\$7.40	✓	✓	✓	
CALL RETURN	\$3.90		✓	✓	
LONG DISTANCE ALERT	\$1.24		✓	✓	
PRIORITY RINGING	\$2.70		✓	✓	
BUSY LINE REDIAL	\$1.80		✓		✓
CALL FORWARDING	\$3.40		✓		✓
SPEED CALL	\$1.40		✓		✓
THREE-WAY CALLING	\$3.40		✓		✓
CALL FORWARDING BUSY	\$3.15		✓		

<u>CALL FORWARD NO ANSWER</u>	\$3.15				
<u>SELECTIVE CALL ACCEPTANCE</u>	\$3.60				
<u>SELECTIVE CALL FORWARD</u>	\$3.60				
<u>SELECTIVE CALL REJECTION</u>	\$3.60				
TOTAL PRICE		\$19.95/mo.	\$30.34/mo.	\$25.34/mo.	\$21.34/mo.

Additional Telephone Pricing

	PRICE
<u>INSTALLATION FEE (VIEW SPECIAL OFFERS!)</u>	\$29.95 one time
<u>FIRST LINE (WITH ANY OTHER COX SERVICE)</u>	\$14.00/mo
<u>ADD'L LINES (WITH ANY OTHER COX SERVICE)</u>	\$14.00/mo
<u>FIRST LINE (PHONE ONLY CUSTOMERS)</u>	\$15.39/mo
<u>ADD'L LINES (PHONE ONLY CUSTOMERS)</u>	\$15.39 /mo
<u>411</u>	\$0.75 with first 3 FREE
<u>ADD'L JACK INSTALLATION FEE</u>	\$30.00 one time
<u>SERVICE ASSURANCE PLAN</u>	\$3.95/mo

* Regular phone line rate is \$15.39 for Customers subscribing to Cox phone service only. Customers also subscribing to Cox video or internet receive a reduced rate of \$ saving of \$1.39.

Cox Hampton Roads » Digital Telephone » Long Distance Plans and Pricing

Long Distance Plans and Pricing

Cox offers a variety of long distance plans. Which one makes sense to you? It depends on how much you use long distance calling and what features you want to go along with your plan.

COX LONG DISTANCE PLANS

	REG. PRICE	NATIONWIDE VALUE	NATIONWIDE CONNECTIONS	CONNECTIONS UNLIMITED
TOTAL PRICE		\$29.95/mo.	\$39.95/mo.	\$49.95/mo.
NATIONWIDE LONG DISTANCE		Unlimited	Unlimited	Unlimited
BASIC PHONE SERVICE	\$15.39	☑	☑	☑
CALL WAITING	\$3.45		☑	☑
CALL WAITING ID	\$10.20		☑	☑
CALLER ID	\$7.40		☑	☑
CALL RETURN	\$3.90		☑	☑
LONG DISTANCE ALERT	\$1.24		☑	☑
PRIORITY RINGING	\$2.70		☑	☑
BUSY LINE REDIAL	\$1.80			☑
CALL FORWARDING	\$3.40			☑
SPEED CALL	\$1.40			☑
THREE-WAY CALLING	\$3.40			☑
CALL FORWARDING BUSY	\$3.15			☑
CALL FORWARD NO ANSWER	\$3.15			☑
SELECTIVE CALL ACCEPTANCE	\$3.60			☑
SELECTIVE CALL FORWARD	\$3.60			☑
SELECTIVE CALL REJECTION	\$3.60			☑

"Pay Per Minute" Long Distance Plans

In addition to the unlimited long-distance plans listed above, Cox also offers several "pay per minute" plans. These plans are the best choice for you if you only make occasional long-distance

