CLEC ONLY

CLEC vs. ILEC

2	CLLI	Wire Center Nam	e		BER OF CLI BY MEANS			SHAF	RE OF TOT	AL CLEC <u>L</u>	.INES	FACILITIE RATIO (SI TOI CONNEC	HARE OF	
3				Facilites- Based	UNE- Combo	UNE-L	Resale	Facilities- Based (%)	UNE- Combo (%)	UNE-L (%)	Resale (%)	CLEC (%)	ILEC (%)	
4	AFACCOMA	AFACCOMA												
5			Large Business	1		1		50.0		50.0		12.0	88.0	
6			Small Business	1	2		2	20.0	40.0		40.0	5.0	95.0	
7			Residential		2		1		67.0		33.0		100.0	
8														
9	AGLRCOMA	AGUILAR	Laura Duninana		0		0		EO O		50.0	0.0	100.0	
10			Large Business Small Business	1	2 2		2	34.0	50.0 66.0		50.0	22.0	78.0	
11 12			Residential	i	1		1	34.0	50.0		50.0	0.0	100.0	
13			Nesidential		ι		ı		30.0		50.0	0.0	100.0	
14														
15	ALMSCOMA	ALAMOSA												
16			Large Business	1	3				100.0			8.0	92.0	
17			Small Business		4	4			50.0	50.0		0.0	84.0	
18			Residential		2				100.0			0.0	100.0	
19														
20														
21	ALPKCOMA	ALLENS PARK												
22			Large Business	1	1	1	2	20.0	20.0	20.0	40.0	18.4	81.6	
23			Small Business		2	2			50.0	50.0		0.0	100.0	
24			Residential	3								21.7	78.3	
25														
26														
27	•													
28														P D D D A
29														Appendix A Docket Nos. 04M-435T Decision No. C04-1445 December 9, 2004 Page 1 Of 12
30	YAMPCOMA	YAMPA												dix on No of
31	.,		Large Business	1	1	1	1	25.0	25.0	25.0	25.0	22.1	77.9	A vs. 0 vo. (9, 2
32			Small Business	•	-	•	3				100.0	0.0	100.0	4M. 204- 004
33			Residential	9			1	75.0			25.0	25.6	74.4	.435 .144
			Exam	nple Data O	nly - Not	Represei	ntative of A	ctual Surv	ey Data					S I

Example Data Only - Not Representative of Actual Survey Data Source: Tab 4 of Survey

CLEC ONLY

CLEC vs. ILEC

2	CLLI	Wire Center Nam	ne		BER OF CL BY MEANS			SHARE C	OF TOTAL (CLEC <u>CUS</u>	TOMERS	FACILITIE RATIO (SI TOI CONNEC	HARE OF TAL
3				Facilites- Based	UNE- Combo	UNE-L	Resale	Facilities- Based (%)	UNE- Combo (%)	UNE-L (%)	Resale (%)	CLEC (%)	ILEC (%)
4	AFACCOMA	AFACCOMA											
5			Large Business	1		1		50.0		50.0		12.0	88.0
6			Small Business	1	2		2	20.0	40.0		40.0	5.0	95.0
7			Residential		2		1		67.0		33.0		100.0
8	A OL DOOR4A	AGUILAR											
9 10	AGLRCOMA	AGUILAR	Large Business		2		2		50.0		50.0	0.0	100.0
11			Small Business	1	2 2		2	34.0	50.0 66.0		50.0	0.0 22.0	100.0 78.0
12			Residential	ı	1		1	34.0	50.0		50.0	0.0	100.0
13			Nesidential		i		1		50.0		50.0	0.0	100.0
14													
15	ALMSCOMA	ALAMOSA											
16			Large Business	1	3				100.0			8.0	92.0
17			Small Business	•	4	4			50.0	50.0		0.0	84.0
18			Residential	,	2				100.0			0.0	100.0
19													
20													
21	ALPKCOMA	ALLENS PARK											
22			Large Business	1	1	1	2	20.0	20.0	20.0	40.0	18.4	81.6
23			Small Business		2	2			50.0	50.0		0.0	100.0
24			Residential	3								21.7	78.3
25													
26													
27													
28													
29													
30	YAMPCOMA	YAMPA											(
31			Large Business	1	1	1	1	25.0	25.0	25.0	25.0	22.1	77.9
32			Small Business		•		3	20.0	20.0	20.0	100.0	0.0	100.0
33			Residential	9			1	75.0			25.0	25.6	74.4
			Exam		nly - Not I	Represer	ntative of A	ctual Surv	ey Data				

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CLEC ONLY

CLEC vs. ILEC

FACILITIES-BASED

2	CLLI	Wire Center Nan	ne		BER OF CL BY MEANS			SHARE	OF TOTAL	_ CLEC <u>RE</u>	<u>VENUE</u>	RATIO (SI TOT CONNEC	TAL	
3				Facilites- Based	UNE- Combo	UNE-L	Resale	Facilities- Based (%)	UNE- Combo (%)	UNE-L (%)	Resale (%)	CLEC (%)	ILEC (%)	
4	AFACCOMA	AFACCOMA	Large Business	1		1		50.0		50.0		12.0	88.0	
5 6			Small Business	1	2	1	2	20.0	40.0	50.0	40.0	5.0	95.0	
7			Residential	•	2		1		67.0		33.0		100.0	
8														
9	AGLRCOMA	AGUILAR												
10			Large Business		2		2		50.0		50.0	0.0	100.0	
11			Small Business	1	2			34.0	66.0		50.0	22.0	78.0	
12			Residential		1		1		50.0		50.0	0.0	100.0	
13 14														
15	ALMSCOMA	ALAMOSA												
16			Large Business	1	3				100.0			8.0	92.0	
17			Small Business		4	4			50.0	50.0		0.0	84.0	
18			Residential		2				100.0			0.0	100.0	
19														
20	A1 D1/00144	ALLENO DADK												
21 22	ALPKCOMA	ALLENS PARK	Large Business	1	1	1	2	20.0	20.0	20.0	40.0	18.4	81.6	
23			Small Business	ı	2	2	2	20.0	50.0	50.0	40.0	0.0	100.0	
24			Residential	3	_	_						21.7	78.3	
25														
26		91												
27														
28		_												
		•												,
29	V444700144	E												d
30 31	YAMPCOMA	YAMPA	Large Business	1	1	1 .	1	25.0	25.0	25.0	25.0	22.1	77.9	,
31			Small Business	ì	ı	1 .	3	20,0	25.0	25.0	100.0	0.0	100.0	
33			Residential	9			1	75.0			25.0	25.6	74.4	
					nly - Not	Represei	ntative of A	Actual Surv	ev Data					

ocket Nos. 04M-43 ecision No. C04-14 ecember 9, 2004

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CLEC ONLY

CLEC vs. ILEC

FACILITIES-BASED

2	CLLI	Wire Center Nam	ne		BER OF CLI BY MEANS			SHAF	RE OF TOT	AL CLEC <u>l</u>	<u>.INES</u>	RATIO (SI TOT CONNEC	AL	
3 4	AFACCOMA	COLORADO		Facilites- Based	UNE- Combo	UNE-L	Resale	Facilities- Based (%)	UNE- Combo (%)	UNE-L (%)	Resale (%)	CLEC (%)	ILEC (%)	
5	AI ACCOMA	OOLOIVIDO	Large Business	1		1		50.0		50.0		12.0	88.0	
6			Small Business	1	2		2	20.0	40.0		40.0	5.0	95.0	
7			Residential		2		1		67.0		33.0		100.0	
8														
9														
10	AGLRCOMA	AGUILAR											400.0	
11			Large Business		2		2	34.0	50.0 66.0		50.0	0.0 22.0	100.0 78.0	
12			Small Business Residential	1	2 1		1	34.0	50.0		50.0	0.0	100.0	
13 14			Residential		ı		1		50.0		30.0	0.0	100.0	
15														
16	ALMSCOMA	ALAMOSA												
17			Large Business	1	3				100.0			8.0	92.0	
18			Small Business		4	4			50.0	50.0		0.0	84.0	
19			Residential		2				100.0			0.0	100.0	
20														
21														
22	ALPKCOMA	ALLENS PARK	Laura Durainasa			,	2	20.0	20.0	20.0	40.0	18.4	81.6	
23 24			Large Business Small Business	1	1 2	1 2	2 .	20.0	50.0	50.0	40.0	0.0	100.0	
24 25			Residential	3	2	2			30.0	30.0		21.7	78.3	
26		_	residential	Ü										
27		•												
		•												
28		*												
29		•												
30	YAMPCOMA	YAMPA	. 5 :			4	4	05.0	25.0	25.0	25.0	22.1	77.9	
31			Large Business	1	1	1	1	25.0	25.0	25.0	25.0 100.0	22.1 0.0	77.9 100.0	•
32			Small Business Residential	9			3 1	75.0			25.0	25.6	74.4	
33			Nesidential	Э			į	13.0			20.0	20.0	, ,,,,	

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CLEC ONLY

CLEC vs. ILEC

2	CLLI	Wire Center Nam	ne		BER OF CLI			SHARE	OF TOTAL	_ CLEC <u>RE</u>	<u>VENUE</u>	FACILITIE RATIO (SI TOI CONNEC	HARE OF	
3				Facilites- Based	UNE- Combo	UNE-L	Resale	Facilities- Based (%)	UNE- Combo (%)	UNE-L (%)	Resale (%)	CLEC (%)	ILEC (%)	
4	AFACCOMA	COLORADO												
5			Large Business	1		1		50.0		50.0		12.0	88.0	
6			Small Business	1	2		2	20.0	40.0		40.0	5.0	95.0	
7			Residential		2		1		67.0		33.0		100.0	
8														
9														
10	AGLRCOMA	AGUILAR			•				50.0		50.0	0.0	100.0	
11			Large Business	•	2		2	24.0	50.0 66.0		50.0	0.0 22.0	78.0	
12			Small Business	1	2 1		1	34.0	50.0		50.0	0.0	100.0	
13			Residential		1		ł		50.0		50.0	0.0	100.0	
14 15														
16	ALMSCOMA	ALAMOSA												
17	ALIVIOCOVIA	/ LD III/OO/ (Large Business	1	3				100.0			8.0	92.0	
18			Small Business		4	4			50.0	50.0		0.0	84.0	
19			Residential		2	-			100.0			0.0	100.0	
20														
21														
22	ALPKCOMA	ALLENS PARK												
23			Large Business	1	1	1	2	20.0	20.0	20.0	40.0	18.4	81.6	
24			Small Business		2	2			50.0	50.0		0.0	100.0	
25			Residential	3								21.7	78.3	
26		æ	•											
27														
28														שחחה
29														ock Seci Sece
	VANIDOO***	* ************************************												ket? sion sion mbo
30	YAMPCOMA	YAMPA	Large Business	4	1	1	1	25.0	25.0	25.0	25.0	22.1	77.9	Nos. No er 9, ef 12
31			Small Business	1	ı	1	3	25.0	25.0	25.0	100.0	0.0	100.0	. C0 200
32 33			Residential	9			3 1	75.0			25.0	25.6	74.4	2 4 X
33			. tooldonliai	9				75.0	5 /		20.0	20.0		Docket Nos. 04M-435T Decision No. C04-1445 December 9, 2004 Page 5 Of 12

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Appendix A

Docket Nos. 04M-435T

		Quantity of Providers by
1		Method of Provisioning
2	Facilities-Based	13
3	UNE-Combo	7
4	UNE-L	2
5		

6	In	trastate IntraLATA	Toll	Int	trastate InterLATA	Toll		Line Service, Few Voice Grade Circ		-	onal Operator rvices
7	Minutes (%)	Pre-Subscribed Customers (%)	Revenues (%)	Minutes (%)	Pre- Subscribed Customers (%)	Revenues (%)	Minutes (%)	Customers (%)	Revenues (%)	Minutes (%)	Revenues (%)
Non-Qwest Wire											
8 Centers											
9 Qwest	50.0	60.0	45.0	65.0	75.0	70.0	X	x	х	X	x
10 Non-Qwest	50.0	40.0	55.0	35.0	25.0	30.0	х	х	Х	Х	Х
11	,										
Qwest Wire											
12 Centers											
13 Qwest	50.0	60.0	70.0	75.0	65.0	66.0	x	x	х	X	X
14 Non-Qwest	50.0	40.0	30.0	25.0	35.0	34.0	X	x	x	x	x

Table 5 Non-Confidential Pt. 3 Retail, Resale Analysis

Shown as Percent of Total

LINE

Statewide Toll Minutes by All Toll Resellers

XX,000,000

Statewide Toll Revenues by All Toll Resellers 3

50.0

50.0

48.0

52.0

26.0

74.0

\$ XX,000,000

16.0

84.0

12

Non-Qwest

Private Line Service, Fewer Than 24 Non-Optional Operator 5 Intrastate IntraLATA Toll Intrastate InterLATA Toll **Voice Grade Circuits** Services Pre-Pre-Subscribed Subscribed Pre-Subscribed Minutes Customers 6 Revenues Minutes Customers Revenues Minutes Customers Revenues Minutes Revenues Non-Qwest Wire Centers 7 Qwest 8 60.0 77.0 81.0 29.0 34.0 41.0 Χ Х х Х х Non-Qwest 40.0 23.0 19.0 71.0 66.0 59.0 Χ Х х Х Х 10 **Qwest Wire** Centers 11 Qwest

24.0

76.0

38.0

62.0

Х

Х

Х

Х

Х

Х

Χ

Х

Х

Х

Part 3 Service Access Sold to Qwest, Shown as Percent of Total

1							diagram of the state of the sta		
2		Intrastate Ir	ntraLATA Toll	Intrastate Ir	nterLATA Toll	200	Service, Fewer e Grade Circuits	Non-Optional O	perator Services
3		Minutes	Revenues	Minutes	Revenues	Lines	Revenues	Minutes	Revenues
	Non-Qwest Wire					a di			
4	<u>Centers</u>							E.	
5	Qwest	60.0	81.0	29.0	41.0	×	x	X	x
6	Non-Qwest	40.0	19.0	71.0	59.0	×	х	X	x
7									
	Qwest Wire								
	<u>Centers</u>								
9	Qwest	50.0	26.0	16.0	38.0	×	x	x	×
10	Non-Qwest	50.0	74.0	84.0	62.0	×	x	X	x

Part 3 Service Access Sold to CLECs, Shown as Percent of Total

1			\$	58L	1		9		
2		Intrastate In	itraLATA Toll	Intrastate Ir	nterLATA Toll	88	Service, Fewer e Grade Circuits	Non-Optional O	perator Services
3		Minutes	Revenues	Minutes	Revenues	Lines	Revenues	Minutes	Revenues
	Non-Qwest Wire								
4	<u>Centers</u>								
5	Qwest	60.0	81.0	29.0	41.0	×	x	x	x
6	Non-Qwest	40.0	19.0	71.0	59.0	×	x	X	x
7									
	Qwest Wire		000000						
8	<u>Centers</u>								
9	Qwest	50.0	26.0	16.0	38.0	×	×	į x	x
10	Non-Qwest	50.0	74.0	84.0	62.0	X	x	X	x

Table 7 - Non-Confidential Wireless ETC Analysis

LINE 1				AII	Wireless Servi	ces		
2	CLLI	Wire Center Name	Li	nes	Cust	omers	Reve	nues
3 4			Qwest (%)	Wireless (%)	Qwest (%)	Wireless (%)	Qwest (%)	Wireless (%)
	AFACCOMA	COLORADO SPRINGS AIR FORCE						
5 6		ACADEMY	100.0	0.0	×	x	х	x
7 8	AGLRCOMA	AGUILAR	78.0	22.0	x	x	х	x
9 10	ALMSCOMA	ALAMOSA	10.0	90.0	X	x	x	x
11 12	ALPKCOMA	ALLENS PARK	82.0	18.0	×	X	x	x
13		•						
14								
15								
16	YAMPCOMA	YAMPA	25.0	75.0	x	X	X	x

Table 8 - Non-Confidential Financial Analysis

LINE 1			8						
2		2004	(est.)	20	03	20	02	20	01
3		Qwest (%)	Non-Qwest (%)	Qwest (%)	Non-Qwest (%)	Qwest (%)	Non-Qwest (%)	Qwest (%)	Non-Qwest (%)
4	Revenues								
	Gross Revenues (as reported					ă.			
5	on DR525)	86.0	14.0	87.0	13.0	84.0	16.0	90.0	10.0
6	Part 2 Gross Revenues	60.0	40.0	13.0	87.0	14.0	86.0	77.0	23.0
7	Part 3 Gross Revenues	15.0	85.0	22.0	78.0	23.0	77.0	84.0	16.0
8									
9									
10									
11	Expenses	2004	(est.)	20	03	20	02	20	01
12									
	Operating Costs:							• >04.0	
13		\$ XX,0	000,000	\$ XX,0	00,000	\$ XX,0	00,000	\$ XX,0	00,000
	Marketing/Sales/Advertising Costs			4 304 0		4.307.0	00.000	\$ XX,0	00.000
14	Costs	\$ XX,0	000,000	\$ XX,0	00,000	\$ \$\$,0	00,000	\$ ^^,0	00,000
15									
16									
17	Plant and Equipment		1	整	1	· ·		W	
18		2004	(est.)	20	003	20	02	20	01
19	0 / 105 5 1								
20	Central Office Equipment	\$ XX,0	000,000	\$ XX,0	00,000	\$ XX,0	00,000	\$ XX,0	00,000
	Cable and Wire Facilities							A 101 -	
21		\$ XX,0	000,000	\$ XX,0	00,000	\$ XX,0	00,000	\$ XX,0	00,000

Table 9 - Non-Confidential <u>Aggregate</u> Marketing Analysis (Colorado Operations in U.S. Dollars, 2003)

L	I	N	Е
---	---	---	---

		Large Business	Small Business	Residential		0000 T (1 (A)
1		Customers (\$)	Customers (\$)	Customers (\$)	Wholesale (\$)	2003 Total (\$)
2	Marketing and Advertising					
3	Direct Mail	XX,000.000	XX,000.000	XX,000.000	XX,000.000	XX,000.000
4	Telemarketing	XX,000.000	XX,000.000	XX,000.000	XX,000.000	XX,000.000
5	Print Advertising	XX,000.000	XX,000.000	XX,000.000	XX,000.000	XX,000.000
6	Television Advertising	XX,000.000	XX,000.000	XX,000.000	XX,000.000	XX,000.000
7	Radio Advertising	XX,000.000	XX,000.000	XX,000.000	XX,000.000	XX,000.000
8	Outdoor Advertising	XX,000.000	XX,000.000	XX,000.000	XX,000.000	XX,000.000
9	Outdoor Advertising	XX,000.000	XX,000.000	XX,000.000	XX,000.000	XX,000.000
10	Trade Fairs	XX,000.000	XX,000.000	XX,000.000	XX,000.000	XX,000.000
11	Company Website	XX,000.000	XX,000.000	XX,000.000	XX,000.000	XX,000.000
12	Internet Advertising (Non0Website)	XX,000.000	XX,000.000	XX,000.000	XX,000.000	XX,000.000
13	Other (Specified Individually by Providers)	XX,000.000	XX,000.000	XX,000.000	XX,000.000	XX,000.000
14						•
15	TOTAL	XX,000.000	XX,000.000	XX,000.000	XX,000.000	XX,000.000
16						
17	Special Programs					
18	New Product Introduction	XX,000.000	XX,000.000	XX,000.000	XX,000.000	XX,000.000
19	Customer Win-Back	XX,000.000	XX,000.000	XX,000.000	XX,000.000	XX,000.000