

Table 2A - Non-Confidential Pt. 2 Retail Line Analysis

LINE	CLEC ONLY										CLEC vs. ILEC	
1											FACILITIES-BASED RATIO (SHARE OF TOTAL CONNECTIONS)	
2	CLLI	Wire Center Name	NUMBER OF CLECS PROVIDING SERVICE BY MEANS OF PROVISIONING				SHARE OF TOTAL CLEC <u>LINES</u>					
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										
10		Large Business		2		2		50.0		50.0	0.0	100.0
11		Small Business	1	2			34.0	66.0			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												
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				100.0	0.0	100.0
33		Residential	9			1	75.0			25.0	25.6	74.4

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

Table 2B - Non-Confidential Pt. 2 Retail Customer Analysis

LINE	CLEC ONLY										CLEC vs. ILEC	
1											FACILITIES-BASED RATIO (SHARE OF TOTAL CONNECTIONS)	
2	CLLI	Wire Center Name	NUMBER OF CLECS PROVIDING SERVICE BY MEANS OF PROVISIONING				SHARE OF TOTAL CLEC CUSTOMERS					
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										
10		Large Business		2		2		50.0		50.0	0.0	100.0
11		Small Business	1	2			34.0	66.0			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												
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				100.0	0.0	100.0
33		Residential	9			1	75.0			25.0	25.6	74.4

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Source: Tab 4 of Survey

Table 2C - Non-Confidential Pt. 2 Retail Revenue Analysis

LINE	CLEC ONLY										CLEC vs. ILEC	
1											FACILITIES-BASED RATIO (SHARE OF TOTAL CONNECTIONS)	
2	CLLI	Wire Center Name	NUMBER OF CLECS PROVIDING SERVICE BY MEANS OF PROVISIONING				SHARE OF TOTAL CLEC <u>REVENUE</u>					
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										
10		Large Business		2		2		50.0		50.0	0.0	100.0
11		Small Business	1	2			34.0	66.0			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												
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				100.0	0.0	100.0
33		Residential	9			1	75.0			25.0	25.6	74.4

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Source: Tab 4 of Survey

Table 3A - Non-Confidential Pt. 2 Wholesale Line Analysis

LINE	CLEC ONLY										CLEC vs. ILEC	
1												
2	CLLI	Wire Center Name	NUMBER OF CLECS PROVIDING SERVICE BY MEANS OF PROVISIONING				SHARE OF TOTAL CLEC <u>Lines</u>				FACILITIES-BASED RATIO (SHARE OF TOTAL CONNECTIONS)	
3			Facilities-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										
11		Large Business		2		2		50.0		50.0	0.0	100.0
12		Small Business	1	2			34.0	66.0			22.0	78.0
13		Residential		1		1		50.0		50.0	0.0	100.0
14												
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										
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		.										
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				100.0	0.0	100.0
33		Residential	9			1	75.0			25.0	25.6	74.4

Example Data Only - Not Representative of Actual Survey Data
Source: Tab 5 of Survey

Table 3B - Non-Confidential Pt. 2 Wholesale Revenue Analysis

LINE	CLEC ONLY										CLEC vs. ILEC	
1												
2	CLLI	Wire Center Name	NUMBER OF CLECS PROVIDING SERVICE BY MEANS OF PROVISIONING				SHARE OF TOTAL CLEC <u>REVENUE</u>				FACILITIES-BASED RATIO (SHARE OF TOTAL CONNECTIONS)	
3			Facilities-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										
11		Large Business		2		2		50.0		50.0	0.0	100.0
12		Small Business	1	2			34.0	66.0			22.0	78.0
13		Residential		1		1		50.0		50.0	0.0	100.0
14												
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										
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		.										
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				100.0	0.0	100.0
33		Residential	9			1	75.0			25.0	25.6	74.4

Example Data Only - Not Representative of Actual Survey Data
Source: Tab 5 of Survey

Table 4 Non-Confidential Pt. 3 Retail, Facilities Analysis

LINE

1		Quantity of Providers by Method of Provisioning										
2	Facilities-Based	13										
3	UNE-Combo	7										
4	UNE-L	2										
5												
6		Intrastate IntraLATA Toll			Intrastate InterLATA Toll			Private Line Service, Fewer Than 24 Voice Grade Circuits			Non-Optional Operator Services	
7		Minutes (%)	Pre-Subscribed Customers (%)	Revenues (%)	Minutes (%)	Pre- Subscribed Customers (%)	Revenues (%)	Minutes (%)	Customers (%)	Revenues (%)	Minutes (%)	Revenues (%)
8	<u>Non-Qwest Wire</u>											
9	Centers											
10	Qwest	50.0	60.0	45.0	65.0	75.0	70.0	x	x	x	x	x
11	Non-Qwest	50.0	40.0	55.0	35.0	25.0	30.0	x	x	x	x	x
12	<u>Qwest Wire</u>											
13	Centers											
14	Qwest	50.0	60.0	70.0	75.0	65.0	66.0	x	x	x	x	x
15	Non-Qwest	50.0	40.0	30.0	25.0	35.0	34.0	x	x	x	x	x

Example Data Only - Not Representative of Actual Survey Data
Source: Tab 6 of Survey

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

Shown as Percent of Total

LINE

Shown as Percent of Total

1

2

Statewide Toll Minutes by All Toll Resellers

XX,000,000

3

Statewide Toll Revenues by All Toll Resellers

\$ XX,000,000

4

5

Intrastate IntraLATA Toll

Intrastate InterLATA Toll

Private Line Service, Fewer Than 24
Voice Grade Circuits

Non-Optional Operator
Services

6

Minutes

Pre-Subscribed
Customers

Revenues

Minutes

Pre-Subscribed
Customers

Revenues

Minutes

Pre-Subscribed
Customers

Revenues

Minutes

Revenues

7

Non-Qwest Wire
Centers

8

Qwest

60.0

77.0

81.0

29.0

34.0

41.0

x

x

x

x

x

9

Non-Qwest

40.0

23.0

19.0

71.0

66.0

59.0

x

x

x

x

x

10

Qwest Wire
Centers

11

Qwest

50.0

48.0

26.0

16.0

24.0

38.0

x

x

x

x

x

12

Non-Qwest

50.0

52.0

74.0

84.0

76.0

62.0

x

x

x

x

x

13

Example Data Only - Not Representative of Actual Survey Data
Source: Tab 7 of Survey

Table 6a Non-Confidential Pt. 3 Wholesale to ILECs

LINE

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

1											
2	Intrastate IntraLATA Toll			Intrastate InterLATA Toll			Private Line Service, Fewer Than 24 Voice Grade Circuits		Non-Optional Operator Services		
3	Minutes	Revenues		Minutes	Revenues		Lines	Revenues		Minutes	Revenues
4	<u>Non-Qwest Wire Centers</u>										
5	Qwest	60.0	81.0	29.0	41.0		x	x		x	x
6	Non-Qwest	40.0	19.0	71.0	59.0		x	x		x	x
7	<u>Qwest Wire Centers</u>										
8	Qwest	50.0	26.0	16.0	38.0		x	x		x	x
10	Non-Qwest	50.0	74.0	84.0	62.0		x	x		x	x

Example Data Only - Not Representative of Actual Survey Data
Source: Tab 8a of Survey

Table 6b Non-Confidential Pt. 3 Wholesale to CLECs

LINE

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

1								
2	Intrastate IntraLATA Toll		Intrastate InterLATA Toll		Private Line Service, Fewer Than 24 Voice Grade Circuits		Non-Optional Operator Services	
3	Minutes	Revenues	Minutes	Revenues	Lines	Revenues	Minutes	Revenues
4	<u>Non-Qwest Wire 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	<u>Qwest Wire Centers</u>							
8	Qwest	50.0	26.0	16.0	38.0	x	x	x
10	Non-Qwest	50.0	74.0	84.0	62.0	x	x	x

Example Data Only - Not Representative of Actual Survey Data
Source: Tab 8b of Survey

Table 7 - Non-Confidential Wireless ETC Analysis

LINE	All Wireless Services							
	CLLI	Wire Center Name	Lines		Customers		Revenues	
			Qwest (%)	Wireless (%)	Qwest (%)	Wireless (%)	Qwest (%)	Wireless (%)
1								
2								
3								
4	AFACCOMA	COLORADO SPRINGS AIR FORCE ACADEMY						
5			100.0	0.0	x	x	x	x
6								
7	AGLRCOMA	AGUILAR	78.0	22.0	x	x	x	x
8								
9	ALMSCOMA	ALAMOSA	10.0	90.0	x	x	x	x
10								
11	ALPKCOMA	ALLENS PARK	82.0	18.0	x	x	x	x
12		▪						
13		▪						
14		▪						
15		▪						
16	YAMPCOMA	YAMPA	25.0	75.0	x	x	x	x

Example Data Only - Not Representative of Actual Survey Data
Source: Tab 9 of Survey

Table 8 - Non-Confidential Financial Analysis

LINE		2004 (est.)		2003		2002		2001	
1									
2		2004 (est.)		2003		2002		2001	
3		Qwest (%)	Non-Qwest (%)	Qwest (%)	Non-Qwest (%)	Qwest (%)	Non-Qwest (%)	Qwest (%)	Non-Qwest (%)
4	Revenues								
5	Gross Revenues (as reported 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.)		2003		2002		2001	
12									
13	Operating Costs:								
14	Marketing/Sales/Advertising Costs	\$ XX,000,000		\$ XX,000,000		\$ XX,000,000		\$ XX,000,000	
15									
16									
17	Plant and Equipment								
18		2004 (est.)		2003		2002		2001	
19									
20	Central Office Equipment	\$ XX,000,000		\$ XX,000,000		\$ XX,000,000		\$ XX,000,000	
21	Cable and Wire Facilities	\$ XX,000,000		\$ XX,000,000		\$ XX,000,000		\$ XX,000,000	

Example Data Only - Not Representative of Actual Survey Data
Source: Tab 10 of Survey

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

LINE		Large Business Customers (\$)	Small Business Customers (\$)	Residential Customers (\$)	Wholesale (\$)	2003 Total (\$)
1						
2	<u>Marketing and Advertising</u>					
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 (NonWebsite)	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	<u>Special Programs</u>					
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

Example Data Only - Not Representative of Actual Survey Data
Source: Tab 11 of Survey