

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

LINE	CLLI	Wire Center Name	CLEC ONLY							CLEC vs. ILEC			
			NUMBER OF CLECS PROVIDING SERVICE BY MEANS OF PROVISIONING				SHARE OF TOTAL CLEC LINES			FACILITIES-BASED RATIO (SHARE OF TOTAL CONNECTIONS)			
1			Facilities-Based	UNE-Combo	UNE-L	Resale	Facilities-Based (%)	UNE-Combo (%)	UNE-L (%)	Resale (%)	CLEC (%)	ILEC (%)	
2													
3													
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		
	2	CLLI	Wire Center Name	NUMBER OF CLECS PROVIDING SERVICE BY MEANS OF PROVISIONING				SHARE OF TOTAL CLEC CUSTOMERS				FACILITIES-BASED RATIO (SHARE OF TOTAL CONNECTIONS)	
				Facilities-Based	UNE-Combo	UNE-L	Resale	Facilities-Based (%)	UNE-Combo (%)	UNE-L (%)	Resale (%)	CLEC (%)	ILEC (%)
3													
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 2C - Non-Confidential Pt. 2 Retail Revenue Analysis

LINE	CLEC ONLY										CLEC vs. ILEC		
	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)	
				Facilities-Based	UNE-Combo	UNE-L	Resale	Facilities-Based (%)	UNE-Combo (%)	UNE-L (%)	Resale (%)	CLEC (%)	ILEC (%)
3													
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 3A - Non-Confidential Pt. 2 Wholesale Line Analysis

LINE	CLEC ONLY										CLEC vs. ILEC		
	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)	
				Facilities-Based	UNE-Combo	UNE-L	Resale	Facilities-Based (%)	UNE-Combo (%)	UNE-L (%)	Resale (%)	CLEC (%)	ILEC (%)
3													
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		
	2	CLLI	Wire Center Name	NUMBER OF CLECS PROVIDING SERVICE BY MEANS OF PROVISIONING				SHARE OF TOTAL CLEC REVENUE				FACILITIES-BASED RATIO (SHARE OF TOTAL CONNECTIONS)	
				Facilities-Based	UNE-Combo	UNE-L	Resale	Facilities-Based (%)	UNE-Combo (%)	UNE-L (%)	Resale (%)	CLEC (%)	ILEC (%)
3													
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

LINE	Quantity of Providers by Method of Provisioning	Intrastate IntraLATA Toll			Intrastate InterLATA Toll			Private Line Service, Fewer Than 24 Voice Grade Circuits		Non-Optional Operator Services	
		Minutes (%)	Pre-Subscribed Customers (%)	Revenues (%)	Minutes (%)	Pre-Subscribed Customers (%)	Revenues (%)	Minutes (%)	Customers (%)	Revenues (%)	Minutes (%)
1											
2	Facilities-Based										
3	UNE-Combo										
4	UNE-L										
5											
6											
7	Non-Qwest Wire										
8	Centers										
9	Qwest	50.0	60.0	45.0	65.0	75.0	70.0	x	x	x	x
10	Non-Qwest	50.0	40.0	55.0	35.0	25.0	30.0	x	x	x	x
11	Qwest Wire										
12	Centers										
13	Qwest	50.0	60.0	70.0	75.0	65.0	66.0	x	x	x	x
14	Non-Qwest	50.0	40.0	30.0	25.0	35.0	34.0	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	Intrastate IntraLATA Toll			Intrastate InterLATA Toll			Private Line Service, Fewer Than 24 Voice Grade Circuits			Non-Optional Operator Services		
	Minutes	Pre-Subscribed Customers	Revenues	Minutes	Pre-Subscribed Customers	Revenues	Minutes	Pre-Subscribed Customers	Revenues	Minutes	Revenues	
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												
6	<u>Non-Qwest Wire</u>											
7	<u>Centers</u>											
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	<u>Qwest Wire</u>											
11	<u>Centers</u>											
12	Qwest	50.0	48.0	26.0	16.0	24.0	38.0	x	x	x	x	x
13	Non-Qwest	50.0	52.0	74.0	84.0	76.0	62.0	x	x	x	x	x

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

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

LINE

1

2

3

4

5

6

7

8

9

10

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

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

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

LINE

1

2

3

4

5

6

7

8

9

10

Intrastate IntraLATA Toll		Intrastate InterLATA Toll		Private Line Service, Fewer Than 24 Voice Grade Circuits		Non-Optional Operator Services		
Minutes	Revenues	Minutes	Revenues	Lines	Revenues	Minutes	Revenues	
Non-Qwest Wire Centers								
Qwest	60.0	81.0	29.0	41.0	x	x	x	x
Non-Qwest	40.0	19.0	71.0	59.0	x	x	x	x
Qwest Wire Centers								
Qwest	50.0	26.0	16.0	38.0	x	x	x	x
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 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								
5	AFACCOMA	COLORADO SPRINGS AIR FORCE ACADEMY	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	
		Qwest (%)	Non-Qwest (%)	Qwest (%)	Non-Qwest (%)	Qwest (%)	Non-Qwest (%)	Qwest (%)	Non-Qwest (%)
1									
2									
3									
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								
12	Operating Costs:								
13	Marketing/Sales/Advertising Costs	\$ XX,000,000		\$ XX,000,000		\$ XX,000,000		\$ XX,000,000	
14		\$ XX,000,000		\$ XX,000,000		\$ XX,000,000		\$ XX,000,000	
15									
16									
17	Plant and Equipment								
18									
19	Central Office Equipment	\$ XX,000,000		\$ XX,000,000		\$ XX,000,000		\$ XX,000,000	
20	Cable and Wire Facilities	\$ XX,000,000		\$ XX,000,000		\$ XX,000,000		\$ XX,000,000	
21		\$ 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 (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	<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