

TERMS & CONDITIONS DOCUMENT

Section 31 - Negotiated Rates and Competitive Discounts

Customized service packages at Negotiated Rates or Competitive Discounts may be furnished on a case-by-case basis in response to requests by Customers of the Company for proposals or for competitive bids.

Competitive Discounts are available to Customer purchasing services with a contract period of 12 months or greater.

Unless otherwise specified, the regulation for such arrangements are in addition to the applicable regulations and prices with this or other Company tariffs. Specialized rates or charges will be made available to similarly-situated Customers on a nondiscriminatory basis. The Company will consider the following factors when establishing special pricing arrangements: (1) the LATA in which the Customer is located; (2) the horizontal and vertical distance from the central office to the Customer's premise; (3) the type, availability and location of the network facilities; (4) the type of service; (5) the price of the service; (6) the total number of lines (circuits) being used and services ordered; and (7) the length of the contract term.