

Tony.Taylor@bellsouth.com

502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

December 10, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: TFS2004-01619

Dear Ms. O'Donnell:

On November 16, 2004, we notified you of our intention to modify the existing "BellSouth IWAN (Integrated Wide Area Network) Frame Solution" bundle (please see Filing No. TFS2004-0714) to add new speeds and options, effective on December 31, 2004. Under this existing promotion, the services offered within the BellSouth Integrated Wide Area Network (IWAN) Frame Solution bundle are available for a single monthly rate and nonrecurring charge to customers that sign either a minimum twenty-four (24) or a minimum thirty-seven (37) month contract. BellSouth IWAN Frame Solution is a product/service bundle that is provided for a single price, which is determined by the service configuration (speed) that the subscriber chooses.

Effective December 31, 2004, the IWAN Frame Solution promotion is being enhanced to include additional product/service bundles referred to as Option 2; the IWAN Frame Solution promotion including Option 2 bundles will still end on June 30, 2005. These new Option 2 bundles will allow customers the choice of a different type of nonregulated equipment and are being made available for additional speeds of Frame Relay Service. The additional BellSouth IWAN Frame Solution/Option 2 bundles are structured as follows:

OPTION 2:

1. <u>BellSouth IWAN Frame Solution/Option 2 - DS0</u> includes:

- a. Frame Relay service, 64 Kbps Customer Connection
- b. Frame Relay service, Initial Standard DLCI

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- 1. BellSouth IWAN Frame Solution/Option 2 DS0 (Continued):
 - c. Broadband Line service, 64 Kbps Broadband Line
 - d. Option 2/Customer Premises Equipment (CPE)¹
 - e. CPE Maintenance Package¹
- 2. BellSouth IWAN Frame Solution/Option 2 Subrate T1 at 128 Kbps includes:
 - a. Frame Relay service, Subrate T1 128 Kbps Customer Connection
 - b. Frame Relay service, Initial Standard DLCI
 - c. Broadband Line service, 1.536 Mbps Broadband Line
 - d. Option 2/Customer Premises Equipment (CPE)¹
 - e. CPE Maintenance Package¹
- 3. BellSouth IWAN Frame Solution/Option 2 Subrate T1 at 256 Kbps includes:
 - a. Frame Relay service, Subrate T1 256 Kbps Customer Connection
 - b. Frame Relay service, Initial Standard DLCI
 - c. Broadband Line service, 1.536 Mbps Broadband Line
 - d. Option 2/Customer Premises Equipment (CPE)¹
 - e. CPE Maintenance Package¹
- 4. BellSouth IWAN Frame Solution/Option 2 Subrate T1 at 384 Kbps includes:
 - a. Frame Relay service, Subrate T1 384 Kbps Customer Connection
 - b. Frame Relay service, Initial Standard DLCI
 - c. Broadband Line service, 1.536 Mbps Broadband Line
 - d. Option 2/Customer Premises Equipment (CPE)¹
 - e. CPE Maintenance Package¹
- 5. BellSouth IWAN Frame Solution/Option 2 Subrate T1 at 512 Kbps includes:
 - a. Frame Relay service, Subrate T1 512 Kbps Customer Connection
 - b. Frame Relay service, Initial Standard DLCI
 - c. Broadband Line service, 1.536 Mbps Broadband Line
 - d. Option 2/Customer Premises Equipment (CPE)¹
 - e. CPE Maintenance Package¹
- 6. <u>BellSouth IWAN Frame Solution/Option 2 Subrate T1 at 768 Kbps</u> includes:
 - a. Frame Relay service, Subrate T1 768 Kbps Customer Connection
 - b. Frame Relay service, Initial Standard DLCI

Note 1: Nonregulated Services



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- 6. BellSouth IWAN Frame Solution/Option 2 Subrate T1 at 768 Kbps (Continued)
 - c. Broadband Line service, 1.536 Mbps Broadband Line
 - d. Option 2/Customer Premises Equipment (CPE)¹
 - e. CPE Maintenance Package¹
- 7. BellSouth IWAN Frame Solution/Option 2 Subrate T1 at 1152 Kbps includes:
 - a. Frame Relay service, Subrate T1 1152 Kbps Customer Connection
 - b. Frame Relay service, Initial Standard DLCI
 - c. Broadband Line service, 1.536 Mbps Broadband Line
 - d. Option 2/Customer Premises Equipment (CPE)¹
 - e. CPE Maintenance Package¹
- 8. <u>BellSouth IWAN Frame Solution/Option 2 T1</u> includes:
 - a. Frame Relay service, 1.536 Mbps Customer Connection
 - b. Frame Relay service, Initial Standard DLCI
 - c. Broadband Line service, 1.536 Mbps Broadband Line
 - d. Option 2/Customer Premises Equipment (CPE)¹
 - e. CPE Maintenance Package¹
- 9. BellSouth IWAN Frame Solution/Option 2 MultiLink at 3 Mbps includes:
 - a. Frame Relay service, MultiLink 3 Mbps Customer Connection
 - b. Frame Relay service, Initial Standard DLCI
 - c. Broadband Line service, Two 1.536 Mbps Broadband Lines
 - d. Option 2/Customer Premises Equipment (CPE)¹
 - e. CPE Maintenance Package¹
- 10. BellSouth IWAN Frame Solution/Option 2 MultiLink at 6 Mbps includes:
 - a. Frame Relay service, MultiLink 6 Mbps Customer Connection
 - b. Frame Relay service, Initial Standard DLCI
 - c. Broadband Line service, Four 1.536 Mbps Broadband Lines
 - d. Option 2/Customer Premises Equipment (CPE)¹
 - e. CPE Maintenance Package¹
- 11. BellSouth IWAN Frame Solution/Option 2 MultiLink at 9 Mbps includes:
 - a. Frame Relay service, MultiLink 9 Mbps Customer Connection
 - b. Frame Relay service, Initial Standard DLCI
 - c. Broadband Line service, Six 1.536 Mbps Broadband Lines
 - d. Option 2/Customer Premises Equipment (CPE)¹
 - e. CPE Maintenance Package¹

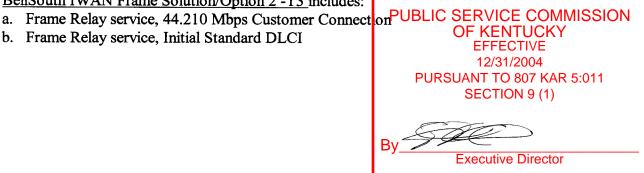


Executive Director

Elizabeth O'Donnell December 10, 2004 Page 4 of 7

- 12. BellSouth IWAN Frame Solution/Option 2 MultiLink at 12 Mbps includes:
 - a. Frame Relay service, MultiLink 12 Mbps Customer Connection
 - b. Frame Relay service, Initial Standard DLCI
 - c. Broadband Line service, Eight 1.536 Mbps Broadband Lines
 - d. Option 2/Customer Premises Equipment $(CPE)^{1}$
 - e. CPE Maintenance Package¹
- 13. BellSouth IWAN Frame Solution/Option 2 Subrate T3 at 3 Mbps includes:
 - a. Frame Relay service, Subrate T3 3 Mbps Customer Connection
 - b. Frame Relay service, Initial Standard DLCI
 - c. Broadband Line service, 44.210 Mbps Broadband Line
 - d. Option 2/Customer Premises Equipment (CPE)¹
 - e. CPE Maintenance Package¹
- 14. BellSouth IWAN Frame Solution/Option 2 Subrate T3 at 6 Mbps includes:
 - a. Frame Relay service, Subrate T3 6 Mbps Customer Connection
 - b. Frame Relay service, Initial Standard DLCI
 - c. Broadband Line service, 44.210 Mbps Broadband Line
 - d. Option 2/Customer Premises Equipment $(CPE)^{1}$
 - e. CPE Maintenance Package¹
- 15. BellSouth IWAN Frame Solution/Option 2 Subrate T3 at 9 Mbps includes:
 - a. Frame Relay service, Subrate T3 9 Mbps Customer Connection
 - b. Frame Relay service, Initial Standard DLCI
 - c. Broadband Line service, 44.210 Mbps Broadband Line
 - d. Option 2/Customer Premises Equipment (CPE)¹
 - e. CPE Maintenance Package¹
- 16. BellSouth IWAN Frame Solution/Option 2 Subrate T3 at 12 Mbps includes:
 - a. Frame Relay service, Subrate T3 12 Mbps Customer Connection
 - b. Frame Relay service, Initial Standard DLCI
 - c. Broadband Line service, 44.210 Mbps Broadband Line
 - d. Option 2/Customer Premises Equipment $(CPE)^{1}$
 - e. CPE Maintenance Package¹
- 17. BellSouth IWAN Frame Solution/Option 2 -T3 includes:

 - b. Frame Relay service, Initial Standard DLCI



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17. BellSouth IWAN Frame Solution/Option 2 -T3 (Continued)

- c. Broadband Line service, 44.210 Mbps Broadband Line
- d. Option 2/Customer Premises Equipment (CPE)¹
- e. CPE Maintenance Package¹

Specific provisions and limitations of this promotion are as follows:

1. This promotion provides discounted regulated and non-regulated services within the BellSouth IWAN Frame Solution/Option 2 bundle for a single monthly rate and nonrecurring installation charge. The monthly rates and nonrecurring charges for each BellSouth IWAN Frame Solution/Option 2 bundle are as set forth following:

BellSouth IWAN Frame Solution/ Option 2 Bundle Speed	Nonrecurring <u>Charge</u>	24 – 36 Month, <u>Monthly Rate</u>	37 – 60 Month, <u>Monthly Rate</u>
a. DS0	\$ 260.00	\$ 175.00	\$ 145.00
b. Subrate T1 at 128 Kbps	260.00	340.00	260.00
c. Subrate T1 at 256 Kbps	260.00	365.00	285.00
d. Subrate T1 at 384 Kbps	260.00	425.00	330.00
e. Subrate T1 at 512 Kbps	260.00	455.00	350.00
f. Subrate T1 at 768 Kbps	260.00	490.00	375.00
g. Subrate T1 at 1152 kbps	260.00	520.00	405.00
h. T1	260.00	540.00	420.00
i. MultiLink at 3 Mbps	550.00	1,365.00	1,120.00
j. MultiLink at 6 Mbps	550.00	1,810.00	1,465.00
k. MultiLink at 9 Mbps	550.00	2,260.00	1,790.00
l. MultiLink at 12 Mbps	550.00	2,710.00	2,135.00
m.Subrate T3 at 3 Mbps	550.00	2,705.00	1,995.00
n. Subrate T3 at 6 Mbps	550.00	2,765.00	2,065.00
o. Subrate T3 at 9 Mbps	550.00	2,935.00	2,180.00
p. Subrate T3 at 12 Mbps	550.00	3,110.00	2,295.00
q. T3	550.00	4,940.00	3,620.00

- This promotion is available to new BellSouth IWAN Frame Solution business customers who meet all the eligibility requirements outlined in this promotion description KENTUCKY
 To qualify for and participate in this promotion for an Option 2 bundle, customers must sign a
- 3. To qualify for and participate in this promotion for an Option 2 bundle, customers must sign a BellSouth IWAN Frame Solution contract (term agreement) between December/20042004 and June 30, 2005. PURSUANT TO 807 KAR 5:011

Executive Director

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Elizabeth O'Donnell December 10, 2004 Page 6 of 7

- 4. Customers must subscribe to BellSouth IWAN Frame Solution to obtain the bundle of services at the promotion price.
- 5. Rates that apply for a BellSouth IWAN Frame Solution bundle are based upon both the service configuration (speed) and contract term (either twenty-four to thirty-six months or thirty-seven to sixty months) that the subscriber selects.
- 6. Unless otherwise specified, no product or service (or combination of products or services) included in a BellSouth IWAN Frame Solution bundle is eligible for any other promotion, program or Contract Service Arrangement offered by BellSouth.
- 7. All term election agreements must be signed by June 30, 2005.
- 8. When a tariffed service purchased under a term contract is disconnected prior to the expiration date as a result of a subscriber's purchase of BellSouth IWAN Frame Solution service, termination liability charges for the existing service will not apply when:
 - a. The contract period of the new BellSouth IWAN Frame Solution service equals or is greater than the remaining term of the subscriber's existing contract, and
 - b. The rates paid by the subscriber for BellSouth IWAN Frame Solution service are equal to or greater than the rates paid by the subscriber for its existing service, and
 - c. The service orders to install the new BellSouth IWAN Frame Solution service and disconnect the subscriber's existing service are related together and there is no lapse in service between disconnection of the existing service and installation of the new service, and
 - d. BellSouth IWAN Frame Solution service is purchased for the same subscriber location.
- 9. Moves inside the same building and moves to a different building will incur an additional nonrecurring charge of five hundred seventy-five dollars (\$575.00).
- 10. A subscriber with BellSouth IWAN Frame Solution/Option 2 Subrate T1 service may request to change to a different speed of BellSouth IWAN Frame Solution/Option 2 Subrate T1 service or to BellSouth IWAN Frame Solution/Option 2 T1 service; such a change will incur the Frame Relay Subrate T1 Speed Change Charge specified in Section A40.1 of BellSouth's tariff. A subscriber with BellSouth IWAN Frame Solution/Option 2 Subrate T3 service may request to change to a different speed of BellSouth IWAN Frame Solution/Option 2 Subrate T3 service may request to change to a different speed of BellSouth IWAN Frame Solution/Option 2 Subrate T3 service or to BellSouth IWAN Frame Solution/Option 2 T3 service; such a change will incur the Frame Relay Subrate T3 Speed Change Charge specified in Section A40.1 of BellSouth's tariff. A subscriber with BellSouth IWAN Frame Solution/Option 2 MultiLink service; such a change to a different speed of BellSouth IWAN Frame Solution/Option 2 MultiLink service; such a change to a different speed of BellSouth IWAN Frame Solution/Option 2 MultiLink service may request to change to a different speed of BellSouth IWAN Frame Solution/Option 2 MultiLink service may request to change to a different speed of BellSouth IWAN Frame Solution/Option 2 MultiLink service; such a change will incur the Frame Relay MultiLink Speed Change charge specified in Section A40.1 of BellSouth's tariff.



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- 11. A subscriber request to change an existing BellSouth IWAN Frame Solution/Option 2 DS0 service to either a BellSouth IWAN Frame Solution/Option 2 Subrate T1 or BellSouth IWAN Frame Solution/Option 2 T1 service will incur an additional nonrecurring charge of six hundred fifty dollars (\$650.00). The following subscriber requests for changes of BellSouth IWAN Frame Solution/Option 2 service to other Option 2 services shall be treated as a disconnect (with Termination Liability Charges applicable) and a new connect (with full Nonrecurring Charges and new term commitment required): 1) DS0 to MultiLink, Subrate T3 or T3; 2) Subrate T1 to MultiLink, Subrate T3 or T3; and 3) MultiLink to Subrate T3 or T3.
- 12. Other optional Frame Relay service features (e.g., CIR, Additional DLCIs, Priority DLCIs, Intelligent PVC capability, MultiCast PVC capability, etc.) desired by the subscriber to work with the Frame Relay service included in the BellSouth IWAN Frame Solution bundle may be purchased at the standard rates and charges from Section A40.1 of BellSouth's tariff.
- 13. This promotion is only available to subscribers where BellSouth offers service and where facilities are available.
- 14. Existing contracts may not be renegotiated in order to receive this promotion unless otherwise specified.
- 15. BellSouth may modify or terminate this promotion at any time. Notice of such modifications to participants will be included in standard promotion communications, including but not limited to letters, emails, or faxes.
- 16. In the event the subscriber terminates the term election agreement, the subscriber must pay to BellSouth a charge for ninety percent (90%) of the number of months remaining on such agreed upon term. This termination charge will appear on the subscriber's final bill as a charge in the Other Charges & Credit section. Payment of the termination charge does not release the Subscriber from other previous amounts owed to BellSouth.
- 17. This promotion is not available for resale. Each regulated service contained within this bundle is available individually for resale at the tariff rate less the appropriate resale discount.

A revenue and cost analysis for each of the new options is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours, SERVICE COMMISSION KENTUCKY FFFFCTIVF Taylor 12/31/2004 PURSUANT TO 807 KAR 5:011 SECTION 9 (1) Executive Director

Revenue and Cost Analysis (Per Contract)

	24 Months:		37 Months:	
	Revenue	<u>Cost</u>	Revenue	<u>Cost</u>
BellSouth IWAN Frame				
Solution/Option 2:				
200	#2 000		ФЭ <u>515</u>	
DS0	\$3,000		\$3,515	
Subrate T1 @ 128 Kbps	\$6,960		\$7,770	
Subrate T1 @ 256 Kbps	\$7,560		\$8,695	
Subrate T1 @ 384 Kbps	\$9,000		\$10,360	
Subrate T1 @ 512 Kbps	\$9,720		\$11,100	
Subrate T1 @ 768 Kbps	\$10,560		\$12,025	
Subrate T1 @ 1152 Kbps	\$11,280		\$13,135	
T1	\$11,760		\$13,690	
MultiLink @ 3 Mbps	\$23,074		\$26,356	
MultiLink @ 6 Mbps	\$33,835		\$39,059	
MultiLink @ 9 Mbps	\$44,597		\$51,429	
MultiLink @ 12 Mbps	\$55,358		\$64,076	
Subrate T3 @ 3 Mbps	\$52,440		\$54,575	
Subrate T3 @ 6 Mbps	\$53,880		\$57,165	
Subrate T3 @ 9 Mbps	\$57,960		\$61,420	
Subrate T3 @ 12 Mbps	\$62,160		\$65,675	
Subrate T3	\$106,080		\$114,700	





502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

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December 14, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: TFS2004-01623

Dear Ms. O'Donnell:

On November 16, 2004, we notified you of an existing promotion that we intend to extend. The new extended promotion will be called the "1Q05 Consumer Reacquisition \$100 Cash Back" offer. During the promotional period of December 27, 2004 through December 26, 2005, residence customers who return to BellSouth and subscribe to either BellSouth ® Complete Choice ® service or BellSouth ® PreferredPack (SM) Plan service will be eligible for a \$100 cash back reward.

Specific provisions and limitations for this promotion are as follows:

- Customer must have at least one wire line local service or equivalent (wireless in lieu of wire line) with a provider other than BellSouth at a local service address within BellSouth territory. A new service qualifying for this promotion must be provisioned as a replacement for the existing wire line or equivalent service.
- Customer must request the qualifying service at the same address and in the same name as the existing service, unless customer is planning an imminent move from one address in BellSouth territory to another address in BellSouth territory within 30 days of responding to the offer. In the case of an imminent move, BellSouth can offer the customer the promotion and place the order at the new address.
- Customer must have not had local service with BellSouth for at least ten (10) days prior to the new service connection date to be eligible.
 PUBLIC SERVICE COMMISSION

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SECTION 9 (1)

OF KENTUCKY EFFECTIVE Elizabeth O'Donnell December 14, 2004 Page 2 of 2

- Customer must place the order on or before 12/26/05.
- Offer valid for only one (1) service line at the intended local service address.
- Customer must place their order through a BellSouth business office or outbound telemarketing vendor or alternate channel.
- Customer must complete and mail a rebate coupon to a specified address by the date specified on the coupon in order to receive the \$100 cash back.
- After customer completes the above requirements, he/she will receive the \$100 cash back. If customer cancels or discontinues the qualifying service prior to fulfillment, he/she will be ineligible for the cash back offer.
- BellSouth may modify or terminate this promotion at any time.
- Customer must have the eligible services on their new service (N) order to receive the promotional offer.
- Offer may be combined with cash back offers or other promotional offers on the same services, as such offers may be concurrently available from time to time, provided that the Company reserves the right to prohibit the combination of this promotion with any other promotion, at the Company's sole discretion.

An analysis of the revenue and cost associated with this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours, UBLIC SER OMMISSION 12/27/2004 **JRSUANT TO 807 KAR 5:011** SECTION 9 (1) Executive Director

Attachment Page 1 of 1 <u>EDITED</u>

Product	ecurring evenue	Recurring Cost	Margin \$	Re	Non- curring evenue	Non- Recurring Cost	Non- Recurring Discounts	Non- Recurring Gain/(Loss)	Breakeven (mos.)
New BPP	\$ 29.95			\$	42.00				
CC	\$ 33.50			\$	42.00				
CC - 2 Line	\$ 49.95			\$	57.00				
CC - 3 Line	\$ 69.95			\$	72.00				
AP w/ CC	\$ 49.50			\$	42.00				
AP w/ CC - 2 Line	\$ 72.95			\$	57.00				
AP w/ CC - 3 Line	\$ 102.95			\$	72.00				

Revenue and Cost Summary





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Tony Taylor Director Regulatory & External Affairs

December 14, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

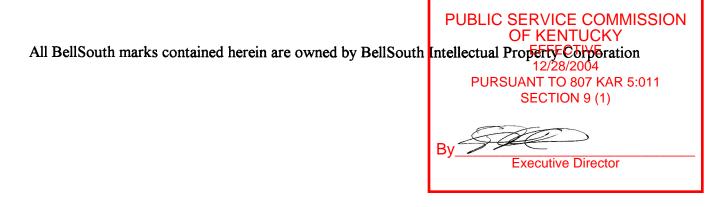
Re: TFS2004-01617

Dear Ms. O'Donnell:

On November 16, 2004, we notified you of our intention to extend an existing promotion. The new extended promotion will be called the "1Q05 Consumer Combined Bill Reward Promotion." During the promotional period of December 28, 2004 through March 31, 2005, existing residence customers who subscribe to both local service from BellSouth and wireless service from Cingular who agree to a combined bill will be eligible to receive a 10% discount on the monthly rate for their Cingular wireless service. This offer is limited to Cingular Wireless plans up to \$99.99.

Specific provisions and limitations for this promotion are as follows:

- Customer must currently subscribe to both BellSouth landline service with a minimum of basic exchange service (1FR) plus 2 features and have an active Cingular Wireless account.
- The offer will allow the customer to either move to an Answers(SM) wireless plan that will include a 10% discount off the customer's new Cingular monthly recurring charge or to receive a discount off their existing Cingular Wireless plan's monthly recurring charge, if they would be willing to allow BellSouth to combine their bills for the local and wireless services that are offered.
- BellSouth may modify or terminate this promotion at any time.



Elizabeth O'Donnell December 14, 2004 Page 2 of 2

A rate and cost analysis for this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours, Tony Taylor



Attachment Page 1 of 1 EDITED

Rate and Cost Summary

Duedeed	Recurring	Recurring	Margin	Recurring	Discounted	Breakeven	
Product	Revenue	Cost	\$	Discount	Margin	(mos.)	
1FR	\$ 26.84						
New BPP	\$ 29.95						
CC	\$ 33.50						
CC - 2 Line	\$ 49.95						
CC - 3 Line	\$ 69.95						
AP	\$ 38.00						
AP w/ CC	\$ 49.50						
AP w/ CC - 2 Line	\$ 72.95						
AP w/ CC - 3 Line	\$ 102.95						





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502-582-2164 FAX 502-582-8667 Tony Taylor Director **Regulatory & External Affairs**

December 17, 2004

Elizabeth O'Donnell **Executive Director** Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: TFS2004-01571

Dear Ms. O'Donnell:

On December 14, 2004, we provided the specific provisions and limitations for the 1Q05 Consumer Reacquisition Line Connection Fee Waiver Promotion. Included in those provisions was a statement that subscribers to basic exchange service with at least one feature were eligible for the promotion. That statement should have specified that the customer must subscribe to at least two features instead of one to be eligible. Please accept this memorandum as a correction of our December 14th filing.

We apologize for any inconvenience that correction of this error may cause the Commission or staff. If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

> Tony Taylor PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE 12/26/2004 **PURSUANT TO 807 KAR 5:011 SECTION 9 (1)** Executive Director

Very truly yours,



502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

December 14, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: TFS2004-01571

Dear Ms. O'Donnell:

On November 5, 2004, we notified you of our intention to extend the effective date for an existing promotion. The new extended promotion will be called the "1Q05 Consumer Reacquisition Line Connection Fee Waiver Promotion." During the new promotional period of December 26, 2004 through December 26, 2005, residence customers who switch to BellSouth from another local service provider and subscribe to either BellSouth ® Complete Choice ® service, BellSouth ® PreferredPack (SM) Plan service, or basic exchange service with at least one feature, will receive a waiver of the line connection charge.

Specific provisions and limitations for this promotion are as follows:

- Customer must either not currently have local service with BellSouth or not have service with BellSouth on one or more of their existing lines, including the line on which the service qualifying for this promotion will be provisioned.
- The target customer for this promotion is a customer that switches service from either a facility based or reseller CLEC. This promotion is not valid for out-of-region customers who are new to BellSouth.
- Customer must have local service or equivalent (wireless in lieu of wire-line) at the same local service address on one or more of their existing lines.

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Elizabeth O'Donnell December 14, 2004 Page 2 of 2

- Customer must request service at the same address and in the same name, unless customer is planning an imminent move from one address in BellSouth territory to another address in BellSouth territory within thirty (30) days of responding to the offer. In the case of an imminent move, the BellSouth rep can offer the customer the promotion and place the order at the new address.
- The customer must switch their local service to BellSouth and purchase any one of the following: BellSouth[®] Complete Choice[®] plan, BellSouth[®] PreferredPackSM plan, or BellSouth[®] basic service and one (1) custom calling (or TouchStar[®] service) local features.
- The customer must place the order on or before December 26, 2005.
- Offer valid for only one (1) service line at the intended local service address.
- The customer must place their order through a BellSouth business office or outbound telemarketing vendor or alternate channels as indicated.
- BellSouth may modify or terminate this promotion at any time.
- Customer must have the eligible services on their new service order (N) in order to receive the promotional offer.
- Offer may be combined with other offers for the same service at the same time.

A rate and cost analysis for this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,



Attachment Page 1 of 1 EDITED

Revenue and Cost Summary

Product	curring evenue	Recurring Cost	Margin \$	Re	Non- curring evenue	Re	Non- curring Vaiver	Non- Recurring Cost	Breakeven (mos.)
1FR	\$ 21.63			\$	42.00	\$	(42.00)		
New BPP	\$ 29.95			\$	42.00	\$	(42.00)		
CC	\$ 33.50			\$	42.00	\$	(42.00)		
CC - 2 Line	\$ 49.95			\$	57.00	\$	(57.00)		
CC - 3 Line	\$ 69.95			\$	72.00	\$	(72.00)		
AP	\$ 38.00			\$	42.00	\$	(42.00)		
AP w/ CC	\$ 49.50			\$	42.00	\$	(42.00)		
AP w/ CC - 2 Line	\$ 72.95			\$	57.00	\$	(57.00)		
AP w/ CC - 3 Line	\$ 102.95			\$	72.00	\$	(72.00)		





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Tony Taylor Director Regulatory & External Affairs

EFFECTIVE

Executive Director

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October 18, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: TFS2004-01381

Dear Ms. O'Donnell:

On September 27, 2004, we notified you of our intention to extend the end date of BellSouth's "USPS Target ® Card Offer" promotion from October 27, 2004 to December 31, 2004. During the new promotional period, customers ordering or transferring service with BellSouth will be advised to place their BellSouth order via a website. Customers purchasing BellSouth service (new service or transfer of service) via an online ordering system will receive a Target® Gift Card valued at twenty-five dollars (\$25.00).

Specific provisions and limitations of this promotion are as follows:

- 1. Orders must be placed via an online tool.
- 2. Orders placed via eStore or the Consumer Large Team will not be eligible for this offer.
- 3. Orders must be placed on or by December 31, 2004.
- 4. Offer is limited to one (1) eligible line per customer.
- Offer may not be combined with Reacquisition \$100 Cash Back offer or Reacquisition \$25 VIP Gift Card or Reacquisition \$25 Visa® Gift Card or \$50 Shoppers Cash Back or Service Connections Waiver.
- BellSouth may modify or terminate this promotion at any time. Notice of modifications to participants will be included in standard promotion communications, including but not limited to letters, emails, or faxes.
 BellSouth may modify or terminate this promotion at any time. Notice of modifications PUBLIC SERVICE COMMISSION OF KENTUCKY

All BellSouth marks contained herein are owned by BellSouth Intellectual Property Corporation 807 KAR 5:011 Target ® is a registered trademark of Dayton Hudson Brands Visa ® is a registered trademark of VISA ® SECTION 9 (1) Elizabeth O'Donnell October 18, 2004 Page 2 of 2

An estimate of the revenue and cost effect of this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,



Attachment Page 1 of 1 <u>EDITED</u>

Revenue and Cost Summary (Per Month)

Revenue

Cost

Service Cost Benefit Cost Total

Contribution





502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

October 18, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: TFS2004-546

Dear Ms. O'Donnell:

On September 27, 2004, we notified you of an existing promotion that we are modifying and extending. The new promotion is called the "MDU Target ® Card Offer." During the promotional period of October 28, 2004 through December 31, 2004, customers who lease apartment or condominium units from contracted Multiple Dwelling Units (MDUs) will receive information from BellSouth that incents them to purchase BellSouth services via an online ordering tool. Customers who purchase BellSouth service (new service or transfer of service) via this online system will receive a Target ® gift card valued at twenty-five dollars.

Specific provisions and limitations of this promotion are as follows:

- 1. Orders for service must be placed via an online ordering tool to receive the gift card.
- 2. Orders placed via eStore or the Consumer Large Team will not be eligible to receive the gift card.
- 3. Orders for service must be placed on or by December 31, 2004.
- 4. Offer is limited to one (1) eligible line per customer.
- 5. This promotion is only available to customers where BellSouth offers service and where facilities are available.
- BellSouth may modify or terminate this promotion at any time. Notice of modifications to participants will be included in standard promotion communications, including but not limited to letters, emails, or faxes.
 OF KENTUCKY

All BellSouth marks contained herein are owned by BellSouth Intellectual Property Corporation 807 KAR 5:011 Target ® is a registered trademark of Dayton Hudson Brands, Inc.



EFFECTIVE

Tony.Taylor@bellsouth.com

Elizabeth O'Donnell October 18, 2004 Page 2 of 2

An estimate of the revenue and cost effect of this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

Tony Taylor



Attachment Page 1 of 1 <u>EDITED</u>

Revenue and Cost Summary (Per Month)

Revenue

Cost

Service Cost Benefit (50% Breakage) Total

Contribution





502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

Tony.Taylor@bellsouth.com

October 15, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Dear Ms. O'Donnell:

The BellSouth [®] Unlimited Reacquisition Discount Bundle was accepted by letter from Commission staff dated May 20, 2004 (please see Filing Nos. T 65-0388 and T 64-1047). The date approved for the end of this promotion is October 31, 2004. BellSouth would like to extend the end date of this promotion until October 25, 2005, but due to an oversight, did not file the advance notice early enough to allow for the 30 day approval period before the new effective date of November 1, 2004.

Please see the enclosed petition for expedited approval that will allow ElellSouth to continue this offer uninterrupted on November 1, 2004. Other then the proposed end date, the specific provisions of this promotion remain unchanged. There is no change in the revenue and cost analysis filed on October 21, 2003 in Filing No. 64-1047. We appreciate the Commission's attention to this request.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

Tony Ta<mark>ylo</mark>

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE Intellectual Property/Corporation. PURSUANT TO 807 KAR 5:011 SECTION 9 (1)

Executive Director

All BellSouth marks contained herein are owned by BellSouth Intellectual Property Corporation.



502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

Tony.Taylor@bellsouth.com

September 24, 2004

Ms. Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: TFS2004-01234

Dear Ms. O'Donnell:

On August 31, 2004, we notified you of our intention to extend the end date of the local service promotion that was approved in Filing No. T 64-1182. Specifically, BellSouth would like to extend the end date of this promotion from October 8, 2004 to March 31, 2005.

The rates and costs analysis filed with the original promotion request on October 14, 2003 remains unchanged. No other provision of the promotion is changing except the end date.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,





502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

Tony.Taylor@bellsouth.com

October 1, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: TFS2004-01274

Dear Ms. O'Donnell:

On September 7, 2004, we notified you of our intent to offer a modified version of a promotion now in effect. The new promotion is called the "4Q04 BellSouth ® Integrated Solutions Promotion." During the promotional period of October 8, 2004 through December 31, 2004, business customers will be offered two options that package a variety of voice, data, and networking options and a range of communication choices provisioned over a single T-1 facility or BellSouth ® Primary Rate ISDN line.

Specific provisions and limitations of this promotion are as follows:

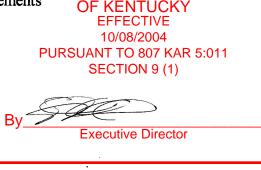
- 1. <u>Package Option 1</u>. BellSouth Integrated Solutions with Dedicated Internet Access includes:
 - a. Analog, Digital Voice channels or Primary Rate ISDN Voice channels (6-22 voice channels)
 - a. Dedicated Internet Access (128K-768K)
 - b. Shared Web Hosting (200 MB space and 30 email boxes)
 - c. 1FB for out-of-band monitoring
 - d. Customer Premises Equipment (CPE)
 - e. CPE Maintenance Package
 - f. Local loop up to four (4) miles (for BellSouth Integrated Solutions-T1)
- 2. <u>Package Option 2</u>. BellSouth Integrated Solutions with BellSouth Managed Network MANSSION includes: OF KENTUCKY
 - a. Analog, Digital Voice channels or Primary Rate ISDN Voice channels (6-22 voice channels) PURSUANT TO 807 KAR 5:011

All BellSouth marks contained herein are owned by BellSouth Intellectual Property Corporation



Elizabeth O'Donnell October 1, 2004 Page 2 of 4

- b. BellSouth Managed Network VPN service (128K-768K)
- c. 1FB for out-of-band monitoring
- d. Customer Premises Equipment (CPE)
- e. CPE Maintenance Package
- f. Local loop up to four (4) miles (for BellSouth Integrated Solutions-T1)
- 3. This promotion is available to new BellSouth Integrated Solutions business customers who meet all the eligibility requirements outlined in this promotion description (Subscribers).
- 4. Subscribers must sign a term agreement between October 8, 2004 and December 31, 2004 in order to participate in this promotion.
- 5. Package Option 1 Rates:
 - a. Subscribers who purchase BellSouth Integrated Solutions-T1 with Dedicated Internet Access by signing a twenty-four (24) month agreement will receive the base or minimum package rate starting at six hundred sixty-four dollars (\$664) and a waiver of installation charges (as defined in Section A4 of BellSouth's Tariff.
 - b. Subscribers who purchase BellSouth Integrated Solutions-T1 with Dedicated Internet Access by signing a thirty-six (36) month or greater agreement will receive the base or minimum package rate of four hundred sixty-nine dollars (\$469) and a waiver of installation charges (as defined in Section A4 of BellSouth's Tariff).
- 5. Package Option 2 Rates:
 - a. Subscribers who purchase BellSouth Integrated Solutions-T1 with BellSouth Network VPN by signing a twenty-four (24) month agreement will receive the base or minimum package rate starting at seven hundred seventy-four dollars (\$774) and a waiver of installation charges (as defined in Section A4 of BellSouth's Tariff).
 - b. Subscribers who purchase BellSouth Integrated Solutions–T1 with BellSouth Network VPN by signing a thirty-six (36) month or greater agreement will receive the base or minimum package rate starting at five hundred seventy-nine dollars (\$579) and a waiver of installation charges (as defined in Section A4 of BellSouth's Tariff).
- 6. Additional components below may be added by the Subscriber to their standard package at an additional monthly charge:
 - a. Additional Voice Channels available in 64K increments PUBLIC SERVICE COMMISSION
 - b. Additional Data Channels available in 2-channel increments



Elizabeth O'Donnell October 1, 2004 Page 3 of 4

- c. Specified Calling Features (BellSouth Integrated Solutions-T1 only) Call Forwarding Busy Line, Call Forwarding Don't Answer, Call Waiting, Three-way Calling with Transfer, 30 Code Speed Calling, Call Forwarding Variable, Remote Access Call Forwarding Variable, Caller ID Name and Number Deliver (w/Anonymous Call Rejection), Repeat Dialing (*66), Call Return (*69), Message Waiting Indication-Audible, Message Waiting Indication-Audible/Visual
- d. Direct Inward Dialing available per voice channel
- e. Dedicated Internet Access or BellSouth Network VPN available in 128K, 256K, 384K, 512K and 768K bandwidths
- f. Interoffice Facilities for BellSouth Integrated Solutions-T1 up to 75 miles where needed
- g. Non-recurring charges may apply
- 7. Unless otherwise specified, BellSouth will not combine this promotion with any other promotion, program or Contract Service Arrangement offered by BellSouth.
- Subscribers who have this BellSouth Integrated Solutions promotion may not participate in the Key customer program, BellSouth Simple Savings, BellSouth Business Winning Rewards, BellSouth Premium Rewards program, BellSouth Welcoming Rewards, or Volume and Term contracts.
- 9. BellSouth Bandwidth Advantage subscribers are eligible for this promotion.
- 10. All term election agreements must be signed by December 31, 2004.
- 11. When a tariffed service purchased under a term contract is disconnected prior to the expiration date as a result of a Subscriber's purchase of BellSouth Integrated Solutions, termination liability charges for the existing service will not apply when:
 - a. The contract period of the new BellSouth Integrated Solutions service equals or is greater than the remaining term of the Subscriber's existing contract, and
 - b. The rates paid by the Subscriber for BellSouth Integrated Solutions service are equal to or greater than the rates paid by the Subscriber for its existing service, and
 - c. The service orders to install the new BellSouth Integrated Solutions service and disconnect the Subscriber's existing service are related together and there is no lapse in service between disconnection of the existing service and installation of the new service, and
 - d. BellSouth Integrated Solutions service is purchased for the same Subscriber location. PUBLIC SERVICE COMMISSION
- 12. Moves (inside or outside) involving an existing customer will incur an additional nonrecurring charge of two thousand dollars (\$2,000). Moves must be made pursuant 10/08/25101 BellSouth's tariff.



Elizabeth O'Donnell October 1, 2004 Page 4 of 4

- 13. Voice additions/changes will incur a one hundred-dollar (\$100) per order nonrecurring charge.
- 14. Data additions/changes will incur a five hundred-dollar (\$500) per order nonrecurring charge.
- 15. Any additions or changes that require CPE change will incur a one thousand-dollar (\$1,000) nonrecurring charge.
- 16. Existing BellSouth Integrated Solutions subscribers that change from the BIS-T1 bundle to the BIS-PRI bundle will incur a two thousand dollar (\$2,000) nonrecurring charge. Changes from BIS-PRI to BIS-T1 are not permitted under the BellSouth Integrated Solutions Agreement.
- 17. Voice features additions/changes will incur a twenty-dollar (\$20) per order nonrecurring charge.
- 18. This promotion is only available to subscribers where BellSouth offers service and where facilities are available.
- 19. Existing subscribers with three (3) months or less remaining on their current term agreement are eligible for this promotion.
- 20. BellSouth may modify or terminate this promotion at any time. Notice of such modifications to participants will be included in standard promotion communications, including but not limited to letters, emails, or faxes.
- 21. In the event the subscriber terminates the term election agreement, the subscriber must pay to BellSouth a charge for the number of months remaining on such agreed upon term. This termination charge will appear on the subscriber's final bill as a charge in the Other Charges & Credit section. Payment of the termination charge does not release the Subscriber from other previous amounts owed to BellSouth.

An analysis of the revenue and cost associated with this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information. If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly PoursLIC SERVICE COMMISSION OF KENTUCKY IRSUANT TO 807 KAR 5:011 ohy Tavlo SECTION 9 (1) Executive Director

Attachment Page 1 of 1 <u>EDITED</u>

Revenue and Cost Summary (Regulated, Per Customer)

	Revenue	Cost	Net
T-1 Option:			
24 Months			
36 Months			
PRI Option:			
24 Months			
36 Months			





502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

Tony Taylor Director Regulatory & External Affairs

September 21, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: TFS2004-01150

Dear Ms. O'Donnell:

On August 17, 2004, we notified you of a promotion called the "BellSouth ® PRI Advantage Plus Promotion" that we intend to offer to business customers. During the promotional period of October 1, 2004 through December 31, 2004, new and existing business customers who sign term election agreements for BellSouth ® Primary Rate ISDN (PRI) will receive a waiver of non-recurring charges and a discounted rate for B-channels.

The specific provisions and limitations of this promotion are as follows:

- 1. Subscribers receive the following benefits:
 - a. Option one: 12 to 23 Month term agreement Waiver of Installation charges and a B Channel effective rate of \$19.00.
 - b. Option two: 24 to 48 Month term agreement Waiver of Installation charges and a B Channel effective rate of \$15.00.
 - c. Option three: 49 to 72 Month term agreement Waiver of Installation charges and a B Channel effective rate of \$12.00.
- 2. Subscribers receive the 90-Day Satisfaction Guarantee: subscribers may terminate their contract if they are not satisfied with the service in the first 90 days without any termination liabilities. In order to exercise the Satisfaction Guarantee, the customer must provide written notification to BellSouth within ninety (90) days of the date service is installed.
- Subscribers who sign a minimum 36 month term election agreement will also be eligible for the following credits:
 PUBLIC SERVICE COMMISSION
 - a. PRI Overflow service charges waived for 3 months, and/or OF KENTUCKY
 - b. Calling Name and Number waived for 3 months.

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EFFECTIVE 10/01/2004 Elizabeth O'Donnell September 21, 2004 Page 2 of 2

- 4. The PRI Advantage Plus promo can also be combined with the following reward programs: BellSouth Business Rewards Plus, BellSouth Business Premium Rewards (BBPR), or BellSouth Business Winning Rewards.
- 5. This offer applies to flat rate and measured rate voice and data PRIs.
- 6. New BellSouth PRI subscribers are eligible for this promotion.
- 7. Existing BellSouth PRI subscribers who are month-to-month, with an expired contract, or with 6 months or less remaining on their existing contract are also eligible for this promotion.
- 8. Applicable taxes and fees will be based on the full tariff price of all products and services, and no taxes or fees will be added to the amount of any reward under this program.
- 9. BellSouth may modify or terminate this promotion at any time. Notice of such modifications to participants will be included in standard promotion communications, including but not limited to letters, emails, or faxes.

An analysis of the revenue and cost associated with this promotion for a customer taking any of the three term election periods is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,



Attachment Page 1 of 1 <u>EDITED</u>

Revenue and Cost Summary

<u>Revenue</u>

<u>Cost</u>

Contribution

12-23 Month Term (Assumes 12 Months)

24-48 Month Term (Assumes 36 Months)

49-72 Month Term (Assumes 49 Months)





502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

Tony Taylor Director Regulatory & External Affairs

September 23, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: TFS2004-01149

Dear Ms. O'Donnell:

On August 17, 2004, we notified you of a promotion called the "4Q04 BellSouth ® SBS MegaLink ® Promotion" that we intend to offer to small business customers. During the promotional period of October 1, 2004 through December 29, 2004, new and existing small business customers who sign term election agreements for MegaLink ® service will receive a waiver of non-recurring charges.

Specific provisions and limitations of this promotion are as follows:

- 1. This promotion is available to new and existing business subscribers who meet all the eligibility requirements for this promotion defined below.
- 2. Subscribers currently spending less than three thousand dollars (\$3,000) monthly for BellSouth local services must purchase a new Point-to-Point BellSouth MegaLink or Channelized MegaLink circuit by signing a twenty-four (24) month or greater term election agreement between October 1, 2004 and December 29, 2004 in order to participate in this promotion. Following this promotion window, subscribers are not allowed to enroll in this promotion or to receive promotion rewards.
- 3. Subscribers who purchase BellSouth MegaLink service or BellSouth MegaLink Channel service by signing a twenty-four (24) month or greater term election agreement will receive the following benefit(s):
 - a. Subscribers will receive a waiver of the non-recurring charges identified below ISSION
- 4. The waiver of non-recurring charges applies to the following: Digital Local Charmely Inter-Office Channel, Voice Equivalent Channels, Feature Activation and NARPS, Tand Service Establishment and Premise Visit. PURSUANT TO 807 KAR 5:011

All BellSouth marks contained herein are owned by BellSouth Intellectual Property Corporation



Elizabeth O'Donnell September 23, 2004 Page 2 of 2

- 5. Existing Channelized MegaLink or point-to-point subscribers who purchase additional circuits at the time of renewal of their contract will also be eligible for this promotion.
- 6. Promotion rewards will appear as a credit in the Other Charges & Credits section of the subscriber's bill in a subsequent billing period, usually within one (1) to two (2) billing cycles.
- 7. Unless otherwise specified, BellSouth will not combine this promotion with any other promotion, program or Contract Service Arrangement offered by BellSouth.
- 8. BellSouth MegaLink service subscribers are not eligible to participate in the Key Customer reward program or Simple Savings program.
- 9. This promotion is only available to subscribers where BellSouth offers service and where facilities are available.
- 10. Applicable taxes and fees will be based on the full tariff price of all products and services, and no taxes or fees will be added to the amount of any reward under this promotion.
- 11. There is a limit of one reward on the same account, at the same address, and in the same name.
- 12. Existing contracts may not be re-negotiated in order to receive this promotion unless the subscriber is within six (6) months or less of their current contract expiration.
- 13. BellSouth may modify or terminate this promotion at any time. Notice of such modifications to participants will be included in standard promotion communications, including, but not limited to, letters, emails, or faxes.
- 14. In the event the subscriber terminates the term election agreement, the subscriber must pay to BellSouth a charge for the number of months remaining on such agreed upon term. This termination charge will appear on the subscriber's final bill as a charge in the Other Charges & Credits section. Payment of the termination charge does not release the subscriber from other previous amounts owed to BellSouth. In addition, the subscriber shall reimburse all rewards received under this promotion.

An estimate of the monthly revenue and cost effect of this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours OMMISSION 07 KAR 5:011 Taylor SECTION 9 (1) Executive Director

Attachment Page 1 of 1 <u>EDITED</u>

Revenue and Cost Summary (Per Contract)

MegaLink ® service:

Revenue Total Revenue

Cost

Recurring Nonrecurring Total Cost

Contribution

Channelized MegaLink ® service:

Revenue Total Revenue

Cost

Recurring Nonrecurring Total Cost

Contribution





502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

Tony Taylor Director Regulatory & External Affairs

September 22, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: TFS2004-01148

Dear Ms. O'Donnell:

On August 17, 2004, we notified you of a promotion called the "4Q04 SBS Frame Relay Promotion" that we intend to offer to small business customers. During the promotional period of October 1, 2004 through December 29, 2004, qualifying customers who sign a twenty-four (24) to thirty-six (36) month agreement for specific speeds of BellSouth Frame Relay service, will receive a waiver of the nonrecurring charges for installation plus a waiver of the first month's monthly recurring charges. For qualifying subscribers who sign a thirty-seven (37) to sixty (60) month agreement for specific speeds of BellSouth Frame Relay service, this promotion offers a waiver of the nonrecurring charges for installation plus a waiver of the first two (2) months' monthly recurring charges.

Specific provisions and limitations of this promotion are as follows:

- 1. This promotion is available to new and existing small business customers who meet all the eligibility requirements and have \$3000 or less per month in BellSouth spending.
- 2. This promotion is available to qualifying new and existing small business customers who are either a) installing new BellSouth Frame Relay service at the following specific speeds of service included in this promotion or b) upgrading their existing BellSouth Frame Relay service to one of the following specific speeds of service included in this promotion:
 - Subrate T1 (256 Kbps 1152 Kbps)
 - Full T1 (1.536 Mbps)



Elizabeth O'Donnell September 22, 2004 Page 2 of 3

- 3. Subscribers must sign a term agreement between October 1, 2004 and December 29, 2004 in order to participate; after December 29, 2004, customers are not allowed to enroll in this promotion. Promotion rewards are only provided on the speeds of BellSouth Frame Relay service specified in this promotion description, and orders for such service must be placed by January 14, 2005. This promotion is available for resale for the duration of this enrollment period.
- 4. Subscribers who purchase the specific speeds of BellSouth Frame Relay service included in this promotion by signing a twenty-four (24) month or greater agreement will receive the following promotional reward:
 - a. Subscribers who sign a twenty-four (24) to thirty-six (36) month agreement will receive a waiver of both the nonrecurring charges for installation plus the first month's monthly recurring charges for the Subrate T1 or full T1 Frame Relay Customer Connection and its associated 1.536 Mbps Broadband Line(s).
 - b. Subscribers who sign a thirty-seven (37) to sixty (60) month agreement will receive a waiver of both the nonrecurring charges for installation plus the first two (2) months' monthly recurring charges for the Subrate T1 or full T1 Frame Relay Customer Connection and its associated 1.536 Mbps Broadband Line(s).
- 5. This promotion is only available to small business customers where BellSouth offers service and where facilities are available.
- 6. Unless otherwise specified, BellSouth will not combine this promotion with any other promotion or program offered by BellSouth that also specifically discounts BellSouth Frame Relay service or with any Contract Service Arrangement for BellSouth Frame Relay service.
- 7. Existing contracts may not be re-negotiated in order to receive this promotion unless otherwise specified.
- 8. There is a limit of one reward on the same account, at the same address, and in the same name.
- 9. Applicable taxes and fees will be based upon the full retail price of all products and services. No taxes or fees will be added to the amount of any reward under this program.
- 10. BellSouth may terminate or modify this promotion at any time. Notice of such changes to participants will be included in standard promotion communications, including but not limited to letters, emails, or faxes.
- 11. In the event the subscriber terminates the term election agreement, the subscriber must pay to BellSouth a Termination Liability Charge for the number of months remaining on such agreed upon term. This charge is calculated as specified in the Fast Packet Service Payment Plan (Section A40.10) and will appear on the subscriber's final bill as a charge in the Other Charges & Credit section. Payment of the termination charge does not release SION the subscriber from other previous amounts owed to BellSouth.

10/01/2004 PURSUANT TO 807 KAR 5:011 SECTION 9 (1)



Elizabeth O'Donnell September 22, 2004 Page 3 of 3

An estimate of the revenue and cost effect per contract for this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

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Attachment Page 1 of 1 <u>EDITED</u>

Revenue and Cost Summary

256K, 24 Months:

Revenue

Total Revenue

Cost

Recurring Cost Nonrecurring Cost Total Cost Contribution

256K, 37 Months:

Revenue

Total Revenue

Cost

Recurring Cost Nonrecurring Cost Total Cost Contribution

T-1, 24 Months:

Revenue Total Revenue

Cost

Recurring Cost Nonrecurring Cost Total Cost Contribution

T-1, 37 Months:

Revenue

Total Revenue

Cost

Recurring Cost Nonrecurring Cost Total Cost Contribution





502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

Tony Taylor Director Regulatory & External Affairs

September 21, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: TFS2004-01147

Dear Ms. O'Donnell:

On August 17, 2004, we notified you of a promotion called the "PRI With Welcoming Rewards Promotion" that we intend to start offering to business customers. The name of the promotion has since been changed to simply the "PRI Promotion." During the promotional period of October 1, 2004 through December 29, 2004, new and existing business customers who sign term election agreements for BellSouth ® Primary Rate ISDN (PRI) will receive a waiver of nonrecurring charges and a discounted rate for B-channels. Participating customers may also be eligible for the BellSouth ® Welcoming Rewards Promotion.

The specific provisions and limitations of the promotion are as follows:

- 1. Customers have three (3) monthly term options to choose from. Each option includes a 100% waiver of installation charges (includes Voice/Data PRI Interface, B-Channel, and ISDN access line) and a discounted per B channel effective rate.
 - a. Option 1: 12-23 Month term agreement Waiver of installation charges and a B Channel effective rate of \$19.00.
 - b. Option 2: 24 to 48 Month term agreement Waiver of installation charges and a B Channel effective rate of \$15.00.
 - c. Option 3: 49 to 72 Month term agreement Waiver of installation charges and a B Channel effective rate of \$12.00.
- New (acquisition/reacquisition) customers may also be eligible for the BellSouth Welcoming Rewards promotion. This promotion requires a Twelve (12) month Welcoming RewardsSION term election agreement. The customer receives a one-time bill credit of fifty dollars y (\$50.00) per B channel, per location brought back to BellSouth in the initial order and a one-time twenty-five dollar (\$25.00) VIP gift coupon.

All BellSouth marks contained herein are owned by BellSouth Intellectual Property Corporation



Elizabeth O'Donnell September 21, 2004 Page 2 of 2

- 3. 90-Day Satisfaction Guarantee is included.
- 4. Applies to Voice/Data flat and measured rate PRIs only.
- 5. All subscribers must sign a minimum twelve (12) month Term Election Agreement (TEA).
- 6. Existing PRI customers with an expired TEA or with 6 months or less remaining on their existing term are eligible for this promotion.
- 7. Subscriber must have BST regulated billed revenue of \$36,000 or less per customer, per state, per year. Customer locations billing more than \$36,000 at enrollment per customer, per state, per year are not eligible to participate.
- 8. Applicable taxes and fees will be based on the full tariff price of all products and services, and no taxes or fees will be added to the amount of any reward under this program.
- 9. BellSouth may modify or terminate this promotion at any time. Notice of such modifications to participants will be included in standard promotion communications, including but not limited to letters, emails, or faxes.

An analysis of the revenue and cost associated with this promotion for a customer taking any of the three term election periods is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,



Attachment Page 1 of 1 <u>EDITED</u>

Revenue and Cost Summary

<u>Revenue</u>

<u>Cost</u>

Contribution

12-23 Month Term (Assumes 12 Months)

24-48 Month Term (Assumes 36 Months)

49-72 Month Term (Assumes 49 Months)





502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

Tony.Taylor@bellsouth.com

September 23, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: TFS2004-01105

Dear Ms. O'Donnell:

On August 3, 2004, we notified you of a promotion called the "4Q04 BellSouth ® Centrex Promotion" that we intend to offer During the promotional period of October 1, 2004 through December 29, 2004, eligible customers who sign a twenty-four (24) month or greater BellSouth ® Centrex term agreement will receive a waiver of installation and one month's recurring charges.

Specific provisions and limitations associated with this promotion are as follows:

- 1. This promotion is available to all new and existing business subscribers who meet all the eligibility requirements outlined in this promotion description.
- 2. Subscribers must sign a term agreement between October 1, 2004 and December 29, 2004 in order to participate in this promotion. Following this promotion window, subscribers will not be allowed to enroll in this promotion or receive promotion rewards. This promotion is available for resale for the duration of the enrollment period.
- 3. Subscribers who purchase BellSouth Centrex service by signing a minimum twenty-four (24) months or greater BellSouth Centrex term agreement will receive:
 - a. Waiver of installation charges (as defined in Section A4 of BellSouth's Tariff)
 - b. One (1) month of BellSouth Centrex service at no charge
- 4. Specific features included in this promotion are:
 - a. Common Equipment
 - b. Non-ISDN feature package
 - c. Non-ISDN station links
 - d. Network Access Registers (NARS)
 - e. Hunting where applicable

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PUBLIC SERVICE COMMISSION

OF KENTUCKY

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Elizabeth O'Donnell September 23, 2004 Page 2 of 2

- 5. Promotion rewards will appear as credits in the Other Charges & Credits section of the subscriber's bill in a subsequent billing period, usually within one (1) to two (2) billing cycles.
- 6. BellSouth ESSX ® service and BellSouth MultiServ ® service subscribers who migrate to BellSouth Centrex are also eligible for this promotion. BellSouth Centrex service customers with an expired contract or with six (6) months or less remaining are also eligible for this promotion.
- 7. Unless otherwise specified, BellSouth will not combine this promotion with any other promotion, program, or Contract Service Arrangement offered by BellSouth, except for BellSouth Key Customer, BellSouth Simple Savings, BellSouth Welcoming Rewards, and/or BellSouth Business Winning Rewards.
- 8. This promotion is only available to customers where BellSouth offers service and where facilities are available.
- 9. Applicable taxes and fees will be based on the full retail price of all products and services. No taxes or fees will be added to the amount of any reward under this program.
- 10. There is a limit of one (1) reward on the same account, at the same address, and in the same name.
- 11. Existing contracts may not be re-negotiated in order to receive this promotion unless contract is within six (6) months of expiration.
- 12. BellSouth may modify or terminate this promotion at any time. Notice of such modification to participants will be included in standard promotion communications, including but not limited to letters, emails, or faxes.
- 13. In the event the subscriber terminates the term election agreement, the subscriber must pay to BellSouth a charge for the number of months remaining on such agreed upon term. This termination charge will appear on the subscriber's final bill as a charge in the Other Charges & Credit section. Payment of the termination charge does not release the subscriber from other previous amounts owed to BellSouth. In addition, the subscriber shall reimburse all rewards received under this promotion.

An estimate of the revenue and cost effect associated with this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours OMMISSION ørty Tav 807 KAR 5:011 SECTION 9 (1) Executive Director

Attachment Page 1 of 1 <u>EDITED</u>

Revenue and Cost Summary (Annual)

Revenue

Recurring Revenue

Total Revenue

Cost

Recurring Cost Nonrecurring Cost

Total Cost

Contribution





502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

Tony Taylor Director Regulatory & External Affairs

September 22, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: TFS2004-01107

Dear Ms. O'Donnell:

On August 3, 2004, we notified you of our intention to extend the "BellSouth & Centrex Flex Two Promotion" that is scheduled to end on September 30, 2004 (please see TFS2004-00399). The only two changes that we are proposing to make to this promotion are to extend the end date from September 30, 2004 to December 29, 2004, and to eliminate the provision that allows the combination of this promotion with BellSouth & Welcoming Rewards Promotion.

A revised revenue and cost analysis is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

Tony Taylor

All BellSouth marks contained herein are owned by BellSouth Intellectual Property Corporation

9/30/2004 PURSUANT TO 807 KAR 5:011 SECTION 9 (1)

PUBLIC SERVICE COMMISSION

Executive Director

Attachment Page 1 of 1 <u>EDITED</u>

Revenue and Cost Summary (Annual)

Revenue:

Recurring Revenue

Total Revenue

Cost:

Recurring Cost Nonrecurring Cost

Total Cost

Contribution





502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

Tony.Taylor@bellsouth.com

September 7, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: TFS2004-01106

Dear Ms. O'Donnell:

On August 3, 2004, we notified you of a new promotion called the "BellSouth ® Economic Waiver Promotion" that we intend to offer to business customers. During the promotional period of September 16, 2004 through September 15, 2005, this promotion will waive termination liability charges for business subscribers who disconnect their local exchange service as a result of going out of business and have outstanding termination liability as a result of the termination of a local exchange term election agreement. A copy of the Chapter 7 Bankruptcy filing is required for all participating customers.

Specific provisions and limitations of this promotion are as follows:

- 1. Subscriber must disconnect all local exchange service.
- 2. Promotion only applies to disconnects during the promotional period.
- 3. Subscriber must voluntarily file bankruptcy under Chapter 7 of the U.S. Bankruptcy Code, 11 U.S.C. Sections 101-1330 and present a copy of such filing to BellSouth.
- 4. Subscriber must have termination liability associated in connection with a BellSouth Local Exchange Term Election Agreement plan, program, or promotion that includes provisions for a termination liability.
- 5. Subscriber's existing Local Exchange Term Election Agreement must have been in effect for at least 6 months. OF KENTUCKY

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Elizabeth O'Donnell September 7, 2004 Page 2 of 2

- 6. Subscribers with aggregate annual regulated local exchange spending, per state, for BellSouth services exceeding \$36,000 at the time of enrollment, are not eligible to participate in this program.
- 7. Subscribers meeting eligibility requirements will receive a one-time waiver of the termination liability associated with the BellSouth Local Exchange Term Election Agreement.
- 8. BellSouth may terminate this program at any time.
- 9. Subscriber may not have any outstanding amounts due except the termination liability.

Because of the nature of this promotion as an effort to remove any psychological barriers to purchase for small businesses, no revenue or cost analysis was prepared. The incentive offered is merely a waiver of termination liability.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

Tony





502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

Tony Taylor Director Regulatory & External Affairs

August 20, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: TFS2004-01073

Dear Ms. O'Donnell:

On July 27, 2004, we notified you of a new promotion called the "BellSouth & Answers (SM) Sweetener Bundle" that we intend to offer to business customers. The BellSouth Answers Sweetener Bundle offer provides customers with a cash-back incentive for subscribing to Complete Choice & for Business and BellSouth & Long Distance, Cingular (SM) Wireless, and/or FastAccess & DSL.

During the promotional period of September 1, 2004 through December 31, 2004, this offer will be made available to new and existing BellSouth customers who contact or are contacted by BellSouth and request information on local service or bundled services for comparison with competitive offers, or otherwise if necessary for the customer to agree to purchase service from BellSouth. Existing customers must purchase new services. Specific provisions and limitations of this promotion are as follows:

- Customers who have or sign a local term agreement for Complete Choice for Business (CCFB), Key Customer Program, and/or Simple Savings program, and buy either a BellSouth Long Distance plan, and/or a Cingular Wireless plan, and/or FastAccess, can receive a cashback reward.
- The cash-back reward is fifty dollars (\$50.00) for adding CCFB service, fifty dollars
 (\$50.00) for adding BSLD Plan, fifty dollars (\$50.00) for adding FastAccess DSL, and fifty
 dollars (\$50.00) for adding Cingular Wireless. The reward will be in the Germen a cash-back
 coupon.
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09/01/2004

Elizabeth O'Donnell August 20, 2004 Page 2 of 2

- 3. New or existing customers must buy CCFB to qualify (Upgrades from 1FB local lines will qualify).
- 4. Customers must have/buy CCFB and a BSLD Plan to qualify for Cingular and FastAccess Reward.
- 5. Coupons are per account, not per line, (example: Customers who buy a three (3) line CCB do not receive three (3) fifty dollar (\$50.00) coupons).
- 6. Customers do not have to order all products at the same time during the quarter.
- 7. This promotion can be stacked with other promotions.
- 8. Subscriber must have BST regulated billing revenue of \$36,000 or less per customer, per state, per year. Customer locations billing more than \$36,000 at enrollment per customer, per state, per year are not eligible to participate.
- 9. BellSouth may terminate this promotion at any time.

An analysis of the revenue and cost per account associated with this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,



Attachment Page 1 of 1 <u>EDITED</u>

Revenue and Cost Summary

Revenue

Cost

Contribution





502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

July 26, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 64-1512

Dear Ms. O'Donnell:

By letter dated January 14, 2004, the promotion that is the subject of this case was accepted by Commission staff. The promotion period that was proposed for the promotion was January 2, 2004 through December 26, 2004. We have now decided to terminate this promotion effective on August 20, 2004.

If there are any questions concerning this termination notice, please call Jim Tipton at 502-582-8925.

Very truly yours,

ipton for

Tony Taylor



Tony.Taylor@bellsouth.com



502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

Tony.Taylor@bellsouth.com

July 26, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 64-1168

Dear Ms. O'Donnell:

By letter dated October 22, 2003, the promotion that is the subject of this case was accepted by Commission staff. The promotion period that was proposed for the promotion was October 3, 2003 through October 2, 2004. We have now decided to terminate this promotion effective on August 20, 2004.

If there are any questions concerning this termination notice, please call Jim Tipton at 502-582-8925.

Very truly yours,

Tony Taylor





502-582-2164 FAX 502-582-8667

Tony Taylor Director Regulatory & External Affairs

Tony.Taylor@bellsouth.com

July 28, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: TFS 2004-01007

Dear Ms. O'Donnell:

On July 13, 2004, we notified you of a new promotion called the "BellSouth ® Integrated Solutions Upgrade Waiver" offer that we intend to offer to eligible small business customers. During the promotional period of August 15, 2004 through February 10, 2005, existing BellSouth ® Integrated Solutions customers who have signed either a twenty-four (24) month or thirty-six (36) month term election agreement will receive a waiver of non-recurring charges associated with the installation of certain voice/data upgrades.

Specific provisions and limitations of this promotion are as follows:

- 1. Services included are:
 - a. BIS-T1 (BellSouth & MegaLink & Channel Service); 6-22 channels
 - b. BIS-PRI (BellSouth & Primary Rate ISDN Service); 6-22 channels, and
 - c. Dedicated Internet Access; 128-768K

(The above-listed services are available for a one time non-recurring waiver of charges associated with channel upgrades. A two (2) channel minimum upgrade is required for promotion eligibility)

- 2. This promotion is available to existing BellSouth Integrated Solutions business customers who meet all the eligibility requirements outlined in this promotion description ("Subscribers").
- 3. Subscribers must sign a Move/Add/Change Addendum between BAlgusters V2064 Grad MMISSION February 10, 2005 in order to participate in this promotion.

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8/15/2004

Elizabeth O'Donnell July 28, 2004 Page 2 of 3

4. After initial installation, the following add/change charges will be waived for customers who upgrade within the promotional time period. A two (2) channel (128K) minimum upgrade is required.

DescriptionWaiverVoice additions/changes per channel\$100 non-recurring chargeData additions/changes per channel\$500 non-recurring charge

- 5. Additional components below may be added by the Subscriber to their standard package at an additional monthly charge:
 - a. Specified Calling Features (BellSouth Integrated Solutions-T1 only) Call Forwarding Busy Line, Call Forwarding Don't Answer, Call Waiting, Three-way Calling with Transfer, 30 Code Speed Calling, Call Forwarding Variable, Remote Access Call Forwarding Variable, Caller ID Name and Number Deliver (w/Anonymous Call Rejection), Repeat Dialing (*66), Call Return (*69), Message Waiting Indication-Audible, Message Waiting Indication-Audible/Visual
 - b. Direct Inward Dialing available per voice channel
 - c. Interoffice Facilities for BellSouth Integrated Solutions-T1 up to 75 miles where needed
 - d. Non-recurring charges may apply
- 6. Unless otherwise specified, BellSouth will not combine this promotion with any other promotion, program or Contract Service Arrangement offered by BellSouth.
- Subscribers who have this BellSouth Integrated Solutions promotion may not participate in the Key Customer, BellSouth Simple Savings, BellSouth Business Premium Rewards, BellSouth Winning Choice Plus, BellSouth Welcoming Rewards, or BellSouth Deluxe Rewards.
- 8. BellSouth Bandwidth Advantage Subscribers are NOT eligible for this promotion.
- 9. All Move/Add/Change Addendums must be signed by February 10, 2005.
- 10. When a tariffed service purchased under a term contract is disconnected prior to the expiration date as a result of a Subscriber's purchase of BellSouth Integrated Solutions, termination liability charges for the existing service will not apply when:
 - a. The contract period of the new BellSouth Integrated Solutions service equals or is greater than the remaining term of the Subscriber's existing contract, and
 - b. The rates paid by the Subscriber for BellSouth Integrated Solutions service are equal to or greater than the rates paid by the Subscriber for its existing service, and
 - c. The service orders to install the new BellSouth Integrated Solutions service and disconnect the Subscriber's existing service are related together and there is no lapse in service between disconnection of the existing service and installation of the new service, and
 - d. BellSouth Integrated Solutions service is purchased for the same Subscriber location.

8/15/2004 PURSUANT TO 807 KAR 5:011 SECTION 9 (1)



Elizabeth O'Donnell July 28, 2004 Page 3 of 3

- 11. Moves (inside or outside) involving an existing customer will incur an additional nonrecurring charge of two thousand dollars (\$2,000). Moves must be made pursuant to Section B2 of BellSouth's tariff.
- 12. Additional equipment may be needed to support an Add/Change to the existing Integrated Access Device (IAD). This fee will not be waived with this promotion.
- 13. Any additions or changes that require CPE change will incur a one thousand-dollar (\$1,000) nonrecurring charge.
- 14. Existing BellSouth Integrated Solutions Subscribers that change from the BIS-T1 bundle to the BIS-PRI bundle will incur a two thousand dollar (\$2,000) nonrecurring charge. Changes from BIS-PRI to BIS-T1 are not permitted under the BellSouth Integrated Solutions Agreement.
- 15. Voice features additions/changes will incur a twenty-dollar (\$20) per order nonrecurring charge.
- 16. This promotion is only available to Subscribers where BellSouth offers service and where facilities are available.
- 17. Existing contracts may not be renegotiated in order to receive this promotion unless otherwise specified.
- 18. BellSouth may modify or terminate this promotion at any time. Notice of such modifications to participants will be included in standard promotion communications, including but not limited to letters, emails, or faxes.
- 19. In the event the Subscriber terminates the term election agreement, the Subscriber must pay to BellSouth a charge for the number of months remaining on such agreed upon term. This termination charge will appear on the Subscriber's final bill as a charge in the Other Charges & Credit section. Payment of the termination charge does not release the Subscriber from other previous amounts owed to BellSouth.

An estimate of the revenue and cost effect of this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

ery truly yours. /ICE COMMISSION OF KENTUCKY Tony Taylor FFFFCTIVF 8/15/2004 PURSUANT TO 807 KAR 5:011 SECTION 9 (1) Executive Director

Attachment Page 1 of 1 <u>EDITED</u>

Margin

Revenue and Cost Summary (for term of contract)

Revenue

<u>Cost</u>

BellSouth ® Primary Rate ISDN

- 24 Months
- 36 Months

BellSouth ® MegaLink ®

- 24 Months
- 36 Months





502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

Tony.Taylor@bellsouth.com

July 28, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: TFS 2004-00974

Dear Ms. O'Donnell:

On July 2, 2004, we notified you of a new sweepstakes that we intend to launch to support the introduction of DIRECTV [®] and our Answers (SM) bundles. The BellSouth [®] Answers (SM) Sweepstakes promotion is scheduled to begin August 2, 2004 and end on September 30, 2004. A scratch-off sweepstakes card which will entitle winning participants to receive a high-definition television will be included in a direct mail campaign for BellSouth Answers bundles.

Specific provisions and limitations of this promotion are as follows:

- 1. The sweepstakes begins on 8/2/04 and ends 9/30/04.
- 2. Five (5) high-definition television instant prizes are available to be won using scratch-off sweepstakes cards. The odds of winning are about 1 in 1,319,330.
- 3. An account or transaction is not necessary to participate and an account or transaction does not improve one's chances of winning.
- 4. Game cards are included in the third quarter 2004 BellSouth Answers direct mail campaign that will be sent to residents in the BellSouth region.
- 5. A game card and the Official Rules may also be obtained by mailing a stamped, self-addressed envelope postmarked by 9/15/04 and received by 9/22/04 to BellSouth DIRECTV Game Card Requests, P.O. Box 1206, Elmhurst, IL 60126.
- 6. The sweepstakes is open to legal residents of Alabama, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina and Tennessee except employees of BellSouth Corporation, DIRECTV or either corporation's affiliates setsidiates, distributions in advertising and promotion agencies, printers of game materials and suppliers of promotion materials, or their immediate family members (parents, children, siblings or spouse) or persons average in the same household with such individuals.
 PURSUANT TO 807 KAR 5:011

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Executive Director

Elizabeth O'Donnell July 28, 2004 Page 2 of 2

7. Void where prohibited or restricted by law.

The cost of this promotion is estimated to be only \$.002 per customer.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

Ton





502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

July 20, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: TFS 2004-00849

Dear Ms. O'Donnell:

On June 15, 2004, we notified you of a promotion called the "BellSouth 2004 Simple Savings Promotion" that we intend to offer to business customers. During the promotional period of August 2, 2004 through July 31, 2005, new business customers who subscribe to local exchange service from BellSouth and choose a term election agreement of 24 or 36 months will receive a reward (percentage of the monthly charge) on their bills.

Specific provisions and limitations of this promotion are as follows:

- 1. This promotion is available to new BellSouth business customers subscribing to local exchange service.
- Monthly BellSouth revenue for a subscriber's location must be between seventy-five dollars (\$75) and three thousand dollars (\$3,000) (excluding Hunting, analog private line, Bellsouth® Primary Rate ISDN service, BellSouth® Frame Relay service, BellSouth® Integrated Solutions-T1, and BellSouth® MegaLink® service revenue and additional services listed below) to receive the rewards.
- 3. BellSouth® Complete Choice® for Business package subscribers are not eligible to receive the Hunting reward.
- Participating subscribers must sign a twenty-four (24) month or thirty six (36) month term election agreement to receive the rewards.
 PUBLIC SERVICE COMMISSION

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OF KENTUCKY

PURSUANT TO 807 KAR 5:011

Tony.Taylor@bellsouth.com

Elizabeth O'Donnell July 20, 2004 Page 2 of 5

- 5. Participating subscribers will earn for each such month of the term a reward in an amount equal to the applicable reward percentage multiplied by the subscriber's monthly total billed BellSouth regulated charges; in addition, if applicable, the subscriber will earn for each month of the term a reward for Hunting Service equal to the applicable reward percentage multiplied by the subscriber's hunting charge. BellSouth® Complete Choice® for Business package subscribers are not eligible for the Hunting reward.
- 6. Reward: A specified percentage of the subscriber's total billed Bellsouth regulated charges for local exchange service (charges to the customer) from the General Subscriber Service Tariff (A) and Private Line Service (B) tariffs.

Monthly Billed BellSouth Regulated Charges between seventy-five dollars (\$75) and three thousand dollars (\$3000)	Percentage of Reward
Twenty-four (24) month agreement	10%
Thirty-six (36) month agreement	20%
Hunting Reward - twenty-four (24) month agreement	50%
Hunting Reward - thirty-six (36) month agreement	100%

- 7. The monthly total billed BellSouth regulated charges consists of end-user monthly billed BellSouth regulated charges at qualifying locations excluding: non-program services, nonregulated charges, taxes, late payment charges, charges billed pursuant to federal or state access service tariffs, charges collected on behalf of municipalities (including, but not limited to surcharges for 911 service and dual party relay services), and charges for services provided by other companies.
- 8. Subscribers that participate in the promotion and subscribe to new service during the promotional period will not be billed for the line connection charges (as described in MMISSION BellSouth's A4 tariff) and change in service charges, if applicable, associated with the year service order. This will include the Line Connection Charge (first and additional lines, line equivalents and trunks) and the Charge for Change in Service, if applicable/02/2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1)



Elizabeth O'Donnell July 20, 2004 Page 3 of 5

- 9. Should the subscriber's charges decrease below seventy-five dollars (\$75) per month, the subscriber will not receive the reward until the subscriber's monthly charges meet this minimum total billed revenue (TBR) amount of seventy-five dollars (\$75).
- 10. Should the subscriber's charges exceed the three thousand dollar (\$3,000) threshold; the subscriber will only receive the maximum reward allowed under this promotion for monthly charges up to three thousand dollars (\$3,000).
- 11. The reward will appear as a credit in the Other Charges & Credits (OC&C) section of the subscriber's bill in either the current or a subsequent billing period usually within one (1) or two (2) billing cycles. Participation in the promotion begins on the date the subscriber commits to a term election and BellSouth accepts (unless voided by BellSouth). Depending on the subscriber's billing cycle, the term may begin in the current month or the month following, or the billing cycle that BellSouth completes the subscriber's term election agreement order. Subscribers will earn for each such month of the term a reward in an amount equal to the applicable reward percentage multiplied by the subscriber's monthly billed BellSouth regulated charges; in addition, if applicable, the subscriber will earn for each month of the term a reward percentage multiplied by the subscriber's Hunting Service equal to the applicable reward percentage multiplied by the subscriber's Hunting charge.
- 12. In the event the subscriber terminates the term election agreement or if the subscriber's BellSouth local exchange service decreases below a business line class of service at any time during the term, the subscriber agrees to pay liquidated damages to BellSouth as provided below based upon the number of months remaining on the term. Similarly, if the subscriber's BellSouth local exchange service decreases below a business line class of service at any time during the term, the subscriber will be deemed to have terminated the term election agreement, and the subscriber agrees to pay liquidated damages to BellSouth as provided below based upon the number of months remaining on the term. These charges will appear on the subscriber's final bill as a charge in the OC&C section. Payment of this charge does not release the subscriber from other previous amounts owed to BST.

Amount of Charge for Early Termination Thirty dollars (\$30)

13. Unless the subscriber notifies BellSouth in writing of its intent hot to canew to canother likeSION term under the program at least 60 days prior to expiration, then upon expiration of the initial term, the agreement shall be automatically renewed for the same term initially selected.

PURSUANT TO 807 KAR 5:011 SECTION 9 (1)



Elizabeth O'Donnell July 20, 2004 Page 4 of 5

- 14. Applicable taxes and fees will be based on the full tariff price of all products and services, and no taxes or fees will be added to the amount of any reward under this program.
- 15. The term election is subject to and controlled by the provisions of BellSouth's lawfully filed tariffs, including any changes therein as may be made from time to time.
- 16. Monthly rewards apply only to BellSouth total billed revenue within a state, not across states.
- 17. Subscribers participating in a Product Level or Volume and Term Contract Service Arrangement are not eligible to participate in this promotion.
- 18. BellSouth® Complete Choice® for Business package subscribers may participate in the promotion but are not eligible to receive the additional Hunting reward.
- 19. Subscribers with aggregate annual billing of BellSouth services, per state, exceeding thirtysix thousand dollars (\$36,000) at the time of enrollment, are not eligible to participate in this promotion.
- 20. This promotion may not be used concurrently with any previous or existing local exchange service term election agreement programs, unless otherwise stated.
- 21. BellSouth may terminate this program at any time; provided, however, that subscribers participating in the program will continue to receive this promotion for the remaining term of their term election agreement.
- 22. The BellSouth 2004 Simple Savings Promotion term election agreement shall not be altered, modified or amended in any respect; any subscriber changes have no effect.
- 23. Subscribers understand that their signature on the Simple Savings term election agreement constitutes the subscriber's company enrollment in the BellSouth 2004 Simple Savings Promotion under this term election agreement and the applicable tariffs; the subscriber must have authority to commit their company to the term election agreement.
- 24. The following services will not be included in qualifying revenue under this program or entitled to rewards for the related revenues:
- Analog Private Line
- BellSouth® MegaLink® service
- BellSouth® Frame Relay service
- BellSouth® Integrated Solutions-T1
- BellSouth® Primary Rate ISDN service
- Joint user flat rate service, business (Cost Split between Joint Users) SECTION 9 (1)



PUBLIC SERVICE COMMISSION

OF KENTUCKY EFFECTIVE

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Elizabeth O'Donnell July 20, 2004 Page 5 of 5

- Outward BellSouth® WatSaver® service, statewide
- BellSouth® Area Plus® service business, both way, premium
- PBX Service, inward flat rate trunk
- BellSouth® LightGate® service one (1) Basic System with first half (1/2) mile per System, IntraLATA

An analysis of the revenue and cost associated with this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

Tony Taylor

Attachment



Attachment Page 1 of 1 EDITED

Revenue and Cost Analysis

Rate Group

<u>Revenue</u>

<u>Margin</u>

<u>Cost</u>

RG1 – RG3: Basic Exchange (1FB) Complete Choice ® for Business

RG4 – RG5:

Basic Exchange (1FB) Complete Choice ® for Business





 BellSouth Telecommunications, Inc.
 502-582-2164

 4th Floor
 FAX 502-582-8667

 601 W. Chestnut Street
 Louisville, KY 40203

Tony.Taylor@bellsouth.com

Tony Taylor Director Regulatory & External Affairs

July 2, 2004

Ms. Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: T65-0394

Dear Ms. O'Donnell:

By letter dated April 12, 2004, the Commission staff accepted the BellSouth ® Complete Choice ® Service Welcome Program promotion. The program is scheduled to end on July 31, 2004. Please accept this notification of our intention to extend this promotion for another month, until August 31, 2004. This extension does not alter the revenue and cost analysis filed with the original proposal.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

Tony Taylor







502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

Tony Taylor Director Regulatory & External Affairs

July 20, 2004

Ms. Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: TFS 2004-00964

Dear Ms. O'Donnell:

By letter dated July 1, 2004, we notified you of our plan to extend the end date of the "BellSouth ® Mover's Offer" (65-0396) from July 31, 2004 to December 31, 2004. The revenue and cost estimate is unchanged from that filed with the original promotion filing on April 20, 2004.

If there are any questions concerning this proposed extension, please call Jim Tipton at 502-582-8925.

Very truly yours,

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All BellSouth marks contained herein are owned by BellSouth Intellectual Property Corporation





502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

2-582-8667

Director Regulatory & External Affairs

Tony Taylor

July 20, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: TFS 2004-00932

Dear Ms. O'Donnell:

On June 25, 2004, we notified you of a new promotion called the "PreferredPack ® Service Nickel Value Bundle" that we intend to offer to eligible residence customers. During the promotional period of July 27, 2004 through August 1, 2005, eligible residence customers who purchase this bundle containing the PreferredPack package and the BellSouth Long Distance Nickel Value Plan will receive a \$1.95 monthly discount on their PreferredPack package.

This offer will be targeted to competitively vulnerable customers. The offer also will be made available to new or existing customers who contact BellSouth and request information on local service or bundled services for comparison with competitive offers, if the availability of such information is necessary for the customer to agree to purchase the bundled services from BellSouth. This offer also will be made available to existing customers who express dissatisfaction with local service or bundled services purchased from BellSouth or who verbally confirm their intention to downgrade their current service or to convert such service to another carrier, provided that the customer agrees to purchase the bundled services set forth in this offer. This offer will not be available to resellers.

Specific restrictions and eligibility requirements are as follows:

- 1. Participating customers must subscribe to the BellSouth PreferredPack package.
- 2. Participating customers must subscribe to the BellSouth Long Distance Nickel Value Plan.
- Customers must place their orders on or before 08/01/05 through a BellSouth business office outbound telemarketing vendor or other alternate channel.
 OF KENTUCKY
- 4. Customers who qualify for the discount will receive the discount on his/her monthly/bill. 07/27/2004

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Elizabeth O'Donnell July 20, 2004 Page 2 of 2

- 5. If a participating customer cancels or discontinues one or both of the qualifying services, the customer will be ineligible for the discount.
- 6. This offer is valid for only one (1) service line per local service address.
- 7. BellSouth may discontinue or modify this promotion at any time.
- 8. This offer may be combined with cash back offers or other promotional offers on the same services, as such offers may be concurrently available from time to time, provided that the Company may prohibit the combination of these promotions with any other promotions.

A rate and cost analysis for this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours. Tony Taylor



Attachment Page 1 of 1 <u>EDITED</u>

\$76.50

Rate and Cost Summary

Revenue:

Recurring	\$36.45
Discount	(\$1.95)
Nonrecurring	<u>\$42.00</u>

Total

Cost:

Recurring Nonrecurring

Total





BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203

Tony.Taylor@bellsouth.com

502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

July2, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 65-0398

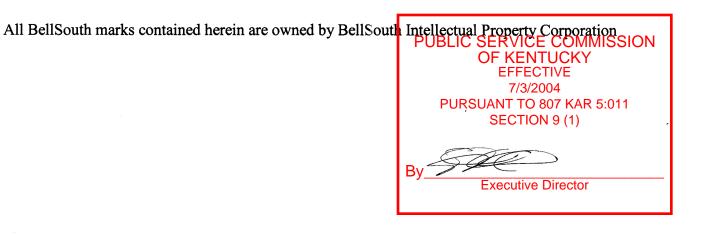
Dear Ms. O'Donnell:

On May 28, 2004, we notified you of our intention to expand the "BellSouth \mathbb{B} eStore Target \mathbb{B} Card Offer", effective July 1, 2004, to include new customers who are placing orders for service. Due to an oversight that was brought to our attention this morning by Commission staff, we failed to file a revised revenue analysis. We apologize for this oversight. The revised revenue analysis is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

Tony Taylor



Attachment Page 1 of 1 <u>EDITED</u>

Revenue and Cost Analysis

Revenue

Recurring

Total

Cost

Recurring Benefit

Total

Contribution





BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

June 28, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Dear Ms. O'Donnell:

On June 8, 2004, we notified you of a new promotion called the "USPS Target ® Card Offer" that we intend to offer to residential customers. The BellSouth USPS Target® Card Offer is available for customers ordering new or transferring existing service with BellSouth. Customers will be advised to place their BellSouth order via a website. Customers purchasing BellSouth service via an online ordering system will receive a Target® Gift Card valued at twenty-five dollars (\$25.00).

The specific provisions and limitations for this promotion are as follows:

- 1. This promotion will begin on July 10, 2004 and end on October 27, 2004.
- 2. Orders must be placed via an online tool (listed in collateral).
- 3. Orders placed via eStore or the Consumer Large Team will not be eligible for this offer.
- 4. Orders must be placed on or by October 27, 2004.
- 5. This offer is limited to one (1) eligible line per customer.
- This offer may not be combined with the Reacquisition \$100 Cash Back offer, Reacquisition \$25 VIP Gift Card offer, Reacquisition \$25 Visa® Gift Card offer, \$50 Shoppers Cash Back offer, or the Service Connections Waiver.
- BellSouth may modify this promotion at any time. Notice of modifications to participants will be included in standard promotion communications, including but not limited to letters, emails, or faxes.

All BellSouth marks contained herein are owned by BellSouth Intellectual Property Corporation



Tony.Taylor@bellsouth.com

Elizabeth O'Donnell June 28, 2004 Page 2 of 2

An analysis of the revenue and cost effect of this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

Tony Taylor



Attachment Page 1 of 1 <u>EDITED</u>

Revenue and Cost Summary (Per Customer)

Revenue

Recurring

Total Revenue

Cost

Recurring Benefit

Total Cost

Contribution





BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

Tony.Taylor@bellsouth.com

June 28, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Dear Ms. O'Donnell:

On June 8, 2004, we notified you of a new bundle of services called the "Digital TV Answers Bundle" that we intend to offer to residential customers. During the promotional period of July 8, 2004 through July 2, 2005, customers who purchase a BellSouth Answers (SM) bundle containing eligible BellSouth local service and eligible DIRECTV ® service will receive a \$5 or \$10 discount on their DIRECTV service.

Specific provisions and limitations for this promotion are as follows:

- 1. Services included in this promotion are:
 - The Complete Choice[®] family of services
 - The Area Plus[®] family of services
 - DIRECTV[®] service
 - BellSouth[®] Long Distance service
 - BellSouth[®] Internet service
 - Cingular Wireless service
- 2. This promotion provides BellSouth customers who purchase a BellSouth AnswersSM bundle containing eligible BellSouth local service and eligible DIRECTV[®] service a \$5 or \$10 discount on their DIRECTV service.
- 3. DIRECTV discounts are available only to customers subscribing to qualifying BST landline products.
- 4. Customers must subscribe to a local exchange access ine that is past of the Area OMMISSION Plus service family or the Complete Choice service family. OF KENTUCKY
- 5. The amount of the DIRECTV discount is predicated upon the landline product/E and/or the BellSouth Long Distance plan to which the customer subscribes²⁰⁰⁴ PURSUANT TO 807 KAR 5:011

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Elizabeth O'Donnell June 28, 2004 Page 2 of 2

- 6. Customers must subscribe to a BellSouth Answers bundle to receive this DIRECTV discount.
- 7. Customers must subscribe to a digital television plan with a regular price of \$39.99 or more.
- 8. Customers will receive the discount beginning with the second DIRECTV bill after service activation.
- 9. The DIRECTV discount will be discontinued if/when the qualifying landline product is disconnected.
- 10. BellSouth may discontinue or modify this promotion at any time.

An analysis of the rates and costs associated with this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours, Tony Tayle



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Product	Devertin	Re	Necurring Discourt	Necurring Discounted	Recurri	1g R	Recurring Recurring	Recurring	Recurring	Breakeven
	Intevenue		Discoult	Margu	Revenue	e	Waiver	Cost	Gain/(Loss)	()
New BPP	\$ 36.45	t5			\$ 42.00		(42.00)			
BPP	\$ 37.91)1			\$ 42.0	42.00 \$	(42.00)			
cc	\$ 40.00	0			\$ 42.00	0 8	(42.00)			
CC - 2 Line	\$ 63.45	45			\$ 57.00	\$ 0	(57.00)			
CC - 3 Line	\$ 90.45	45			\$ 72.00	0	(72.00)			
AP	\$ 44.50	20		·,	\$ 42.00	0 8	(42.00)			
AP w/ CC	\$ 56.00	0			\$ 42.00	0 8	(42.00)			
AP w/ CC - 2 Line	\$ 86.45	45			\$ 57.00	0 8	(57.00)			
AP w/ CC - 3 Line	\$ 123.45	15			\$ 72.00	0 \$	(72.00)			



Rate and Cost Summary

Attachment Page 1 of 1 EDITED



BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs JUN 2 4 2004

PUBLIC SERVICE COMMISSION

Tony.Taylor@bellsouth.com

June 24, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 65-0712

Dear Ms. O'Donnell:

On May 19, 2004, we notified you of a new promotion called the "BellSouth ® 3Q04 SBS MegaLink ® Promotion" that we intend to offer to small business customers. During the promotional period of July 5, 2004 through September 30, 2004, small business customers who purchase a new point-to-point or channelized MegaLink ® circuit from BellSouth and sign a term election agreement of 24 months or longer will receive a waiver of standard MegaLink ® installation charges.

Specific provisions and limitations for this promotion are as follows:

- 1. This promotion is available to new and existing business subscribers who meet all the eligibility requirements for this promotion as defined below.
- 2. Subscribers currently spending less than three thousand dollars (\$3,000) monthly for BellSouth local services must purchase a new Point-to-Point BellSouth® MegaLink® or Channelized MegaLink® circuit by signing a twenty-four (24) month or greater term agreement between July 5, 2004 and September 30, 2004 in order to participate in this promotion. Following this promotion window, subscribers are not allowed to enroll in this promotion or receive promotion rewards.
- 3. Subscribers who purchase BellSouth® MegaLink® service or BellSouth® MegaLink® Channel service by signing a twenty-four (24) month or greater term agreement will receive the following benefit(s):
- a. Subscribers will receive a waiver of the non-recurring charges mentioned below.
 4. The waiver of non-recurring charges applies to the following: Digital Local Channel. Intersion Office Channel, Voice Equivalent Channels, Feature Activation and NAR's, and Benvice Establishment and Premise Visit.

All BellSouth marks contained herein are owned by BellSouth Intellectual Property Corporation 0 5 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR

Elizabeth O'Donnell June 24, 2004 Page 2 of 2

- 5. Existing Channelized MegaLink® or Point-to-Point subscribers who purchase additional circuits at the time of renewal of their contract will also be eligible for this promotion.
- 6. Promotion rewards will appear as a credit in the Other Charges & Credits section of the subscriber's bill in a subsequent billing period, usually within one (1) to two (2) billing cycles.
- 7. Unless otherwise specified, BellSouth will not combine this promotion with any other promotion, program or Contract Service Arrangement offered by BellSouth.
- 8. BellSouth® MegaLink® service subscribers are not eligible to participate in the Key Customer reward program or Simple Savings program.
- 9. This promotion is only available to subscribers where BellSouth offers service and where facilities are available.
- 10. Applicable taxes and fees will be based on the full retail price of all products and services. No taxes or fees will be added to the amount of any reward under this program.
- 11. There is a limit of one reward on the same account, at the same address, and in the same name.
- 12. Existing contracts may not be re-negotiated in order to receive this promotion unless the subscriber is within six (6) months or less of their current contract expiration.
- 13. BellSouth may modify or terminate this promotion at any time. Notice of modifications to participants will be included in standard promotion communications, including but not limited to letters, emails, or faxes.
- 14. In the event the subscriber terminates the term election agreement prior to the selected term, the subscriber must reimburse BellSouth for all rewards received prior to the date of such termination. Should the subscriber terminate the service purchased under this agreement before the term expires for reasons other than BellSouth's material breach, the subscriber shall reimburse BellSouth for the installation and monthly recurring charges that were waived for the affected services as part of this promotion and shall pay any other applicable termination charges as described in A2.4.10 of BellSouth's Tariff. This charge will appear on the subscriber's final bill as a charge in the Other Charges & Credits section.

An estimate of the revenue and cost effect of this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

PUBLIC SERVICE COMMISSION OF KENTUCKY Very truly yours, EFFECTIVE JUL 0 5 2004 PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR

Attachment Page 1 of 1 EDITED

Revenue and Cost Summary (Per Customer, 24-Month Contract)

MegaLink ® Service:

Revenue

Recurring Total

Cost

Recurring Non-Recurring Total

Contribution

Channelized MegaLink ® Service:

Revenue

Recurring Total

Cost

Recurring Non-Recurring Total

Contribution

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

JUL 0 5 2004



Tony.Taylor@bellsouth.com

502-582-2164 FAX 502-582-8667



Tony Taylor Director Regulatory & External Affairs

> RECEIVED JUN 2 4 2004 PUBLIC SERVICE

June 24, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 65-0704

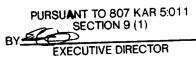
Dear Ms. O'Donnell:

On May 19, 2004, we notified you of a new promotion called the "BellSouth & 3Q04 Frame Relay Promotion" that we intend to offer beginning on July 5, 2004 and ending on September 30, 2004. For qualifying subscribers who sign a minimum twenty-four (24) month (or greater) agreement for BellSouth Frame Relay service during this period, this promotion offers a waiver of either the nonrecurring charges for installation or the nonrecurring charges for installation plus the first month's monthly recurring charges (depending upon the term of the agreement).

Specific provisions and limitations for this promotion are as follows:

- 1. This promotion is available to qualifying new and existing customers who are either a) installing new BellSouth Frame Relay service at the following specific speeds of service included in this promotion or b) upgrading their existing BellSouth Frame Relay service to one of the following specific speeds of service included in this promotion:
 - Subrate T1 (256 Kbps 1152 Kbps)
 - Full T1 (1.536 Mbps)
 - MultiLink (3 Mbps 12 Mbps)
- 2. Subscribers must also meet all the eligibility requirements outlined in this promotion description.
- 3. Subscribers must sign a term agreement between July 5, 2004 and September 30, 2004 in order to participate in this promotion; after September 30, 2004, customers are not allowed to enroll in this promotion. Promotion rewards are only provided on the speeds of BellSouth Frame Relay service specified in this promotion, and orders for such service must be placed by October 15, 2004. This promotion is available for service for the service of KENTUCKY EFFECTIVE

All BellSouth marks contained herein are owned by BellSouth Intellectual Property Corporation 2004



Elizabeth O'Donnell June 24, 2004 Page 2 of 3

- 4. Subscribers who purchase the specific speeds of BellSouth Frame Relay service included in this promotion by signing a twenty-four (24) month or greater agreement will receive the following promotional reward:
 - a. Subscribers who sign a twenty-four (24) to thirty-six (36) month agreement will receive a waiver of the nonrecurring charges for installation of the Subrate T1, full T1 or MultiLink Frame Relay Customer Connection and its associated 1.536 Mbps Broadband Line(s).
 - b. Subscribers who sign a thirty-seven (37) to sixty (60) month agreement will receive a waiver of the nonrecurring charges for the installation of and first month's monthly recurring charges for the Subrate T1, full T1 or MultiLink Frame Relay Customer Connection and its associated 1.536 Mbps Broadband Line(s).
 - c. Promotion rewards will appear as a credit in the Other Charges & Credits section of the Subscriber's bill.
- 5. Unless otherwise specified, BellSouth will not combine this promotion with any other promotion or program offered by BellSouth that also specifically discounts BellSouth Frame Relay service or with any Contract Service Arrangement for BellSouth Frame Relay service.
- 6. This promotion is only available to customers where BellSouth offers service and where facilities are available.
- 7. Applicable taxes and fees will be based upon the full retail price of all products and services. No taxes or fees will be added to the amount of any reward under this program.
- 8. There is a limit of one reward on the same account, at the same address, and in the same name.
- 9. Existing contracts may not be re-negotiated in order to receive this promotion unless otherwise specified.
- 10. BellSouth may modify or terminate this promotion at any time. Notice of modifications to participants will be included in standard promotion communications, including but not limited to letters, emails, or faxes.
- 11. In the event the subscriber terminates the term election agreement, the subscriber must pay to BellSouth a Termination Liability Charge for the number of months remaining on such agreed upon term. This charge is calculated as specified in the Fast Packet Service Payment Plan (Section A40.10) and will appear on the subscriber's final bill as a charge in the Other Charges & Credit section. Payment of the termination charge does not release the subscriber from other previous amounts owed to BellSouth.

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

JUL 0 5 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR

Elizabeth O'Donnell June 24, 2004 Page 3 of 3

An analysis of the rates and costs associated with this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours.

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PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

JUL 0 5 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) B EXECUTIVE DIRECTOR

nt		t % <u>f Margin</u>	t %	t Margin	ΣI	
Attachment Page I of 7 EDITED		Contract <u>Tot Cost</u>	Contract Tot Cost	Contract Tot Cost	Tot Cost	
		NR Cost	NR Cost	NR Cost		
		NR <u>Cost/Uni</u> t	NR Cost/Unit	NR Cost/Unit	CostUnit	
	100% NRC Waived	Recurring <u>Cost</u>	Recurring Cost	Recurring Cost		
) for KY Plan.	100%	Recurring <u>Cost/Unit</u>	Recurring Cost/Unit	Recurring Cost/Unit	CostUnit	
L 3M and 6M		Contract <u>Tot Rev</u> 517.780 57.968 \$25,748	Contract Tot <u>Rev</u> 517,280 57,008 524,288	Contract Tot Rev \$22,200 \$15,936 \$38,136	Tot Rev S21.600 S14.016 S35.616	
omotion ()	waived	NR <u>Price</u> \$500.00 \$960.00 \$1,460.00	NR Price \$0.00 \$0.00	NR <u>Price</u> \$600.00 \$1,920.00 \$2,520.00	Price 80.00 80.00	
302004 Frame Relav Promotion (ML 3M and 6M) for KY Plan A	0 Months Recurring waived	NR <u>Price/Unit</u>	NR <u>Price/Unit</u>	NR <u>Price/Unit</u>	Price/Unit	
Promo Name: 302		Recurring <u>Price</u> \$720.00 \$292.00 \$1,012.00	Recurring <u>Price</u> \$720.00 \$292.00 \$1,012.00	Recurring Price \$900.00 \$584.00 \$1,484.00	Price \$900.00 \$584.00 \$1,484.00	
Č.	Pr	Promo	Recurring <u>Price/Unit</u> \$720.00 \$146.00	Recurring <u>Price/Unit</u> \$720.00 \$146.00	Recurring Price/Unit \$900.00 \$146.00	<u>Price/Unit</u> \$900.00 \$146.00
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	24 0%	<u>USOC</u> FRHM3 FP115	LSOC FRHM3 FP115	USOC FRHM6 FP115		
	ontract: ount	Price (KY) g Connection Sub-T otal	Connection Sub-Total	Price (KY) B r Connection Sub-rotal	JJL 0 5 2004 RSUANET TO 807 KAR 5:011 SECTION 9 (1) EXE SUTIVE (IRECTOR	
	Months in Contract: Percent Discount	Current Price (KY) <u>ML 3 meg</u> Customer Connection B-Bell Sub-Total	Promo Customer Connection B-Bell Sub-Total	te XII S		

												Attachment Page 2 of 7 <u>EDITED</u>	
			7	omo Name: 3Q2	Promo Name: 3Q2004 Frame Relay Promotion (ML 3M and 6M) for KY Plan B	omotion (ML	. <u>3M and 6M</u>	<u>) for KY Plan</u>	<u>د</u>				
Months in Contract: Percent Discount	37 0%				1 Months Recurring waived	vaived		100%	100% NRC Waived				
Current Price (KY) ML 3 meg	LSOC	Quantity	Recurring Price/Unit	Recurring <u>Price</u>	NR Price/Unit	NR Price	Contract Tot Rev	Recurring Cost/Unit	Recurring <u>Cost</u>	NR Cost/Unit	NR Cost	Contract Tot Cost	% Margin
Customer Connection B-Bell	FRHM3 FP115	1 2	\$600.00 \$136.00	\$600.00 \$272.00		\$500.00 \$960.00	\$22.700 \$11.024						
Sub-Total				\$872.00		\$1,460.00	\$33,724						
Promo	<u>USOC</u>	<u>Quantity</u>	Recurring <u>Price/Uni</u> t	Recurring <u>Price</u>	NR <u>Price/Unit</u>	NR Price	Contract <u>Tot Rev</u>	Recurring <u>Cost/Unit</u>	Recurring <u>Cost</u>	NR <u>Cost/Unit</u>	NR <u>Cost</u>	Contract <u>Tot Cost</u>	% <u>Margin</u>
Customer Connection B-Bell Sub-Total	FRHM3 FP115	- 6	\$600.00 \$136.00	\$600.00 \$272.00 \$ 872.00		\$0.00 \$0.00 \$0.00	\$21,600 \$9,792 \$31,392						
Current Price (KY) ML 6 meg	USOC	Quantity	Recurring <u>Price/Unit</u>	Recurring <u>Price</u>	NR <u>Price/Unit</u>	NR Price	Contract Tot Rev	Recurring Cost/Unit	Recurring <u>Cost</u>	NR Cost/Unit	NR Cost	Contract Tot Cost	% <u>Margin</u>
Customer Connection B-Bell T Subprotal		- 4	\$750.00 \$136.00	\$750.00 \$544.00 \$1,294.00		\$600.00 \$1,920.00 \$2,520.00	\$28,350 \$22,048 \$50,398						
Promo		PUBLI	Recurring	Recurring	NR	NR	Contract	Recurring	Recurring	NR	NR	Contract	%
			<u>Price/Unit</u> \$750.00 \$136.00	Price \$750.00 \$544.00 \$1 294.00	Price/Unit	Price \$0.00 \$0.00	Tot Rev \$27.000 \$19,584 \$46.584	<u>Cost/Unit</u>	Cost	<u>Cost/Unit</u>	Cost	Tot Cost	Margin
5 2004 807 KAR 5:011 9 (1)	TUCKY TIVE	COMMISSION											

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Attachment Page 3 of 7 <u>EDITED</u>			Contract <u>Tot Cost</u>		Contract	<u>Tot Cost</u>				Contract	<u>Tot Cost</u>			Contract Tot Cost		
			NR Cost		NR	Cost				NR	Cost			NR 2	5	
			NR <u>Cost/Uni</u> t		NR	<u>Cost/Unit</u>				NR	<u>Cost/Unit</u>			NR	Coston	
		100% NRC Waived	Recurring <u>Cost</u>		Recurring	<u>Cost</u>				Recurring	Cost			Recurring		
) for KY Plan	100% N	Recurring <u>Cost/Unit</u>		Recurring	<u>Cost/Unit</u>				Recurring	Cost/Unit			Recurring		
	<u>9M and 12M</u>		Contract Tot Rev	\$26.720 \$23.904 \$50,624		Tot Rev	\$25.920 \$21.024	\$46,944		Contract	Tot Rev	\$31.240 \$31.872 \$63,112		Contract	101 KeV \$30,240 \$28,032 \$58,272	
	motion (ML	0 Months Recurring waived NR NR	NR <u>Price</u>	\$800.00 \$2.880.00 \$3,680.00	NR	<u>Price</u>	\$0.00 \$0.00	S0.00		NR	<u>Price</u>	\$1, 000.00 \$3,840.00 \$4,840.00		NR 	50.00 50.00 50.00	
	Promo Name: 3Q2004 Frame Relay Promotion (ML 9M and 12M) for KY Plan A		NR <u>Price/Uni</u> t		NR	<u>Price/Unit</u>				NR	<u>Price/Unit</u>			NR 		
	mo Name: 3 <u>0</u> 200	0	Recurring <u>Price</u>	\$1.080.00 \$876.00 \$1,956.00	Recurring	Price	\$1,080.00 \$876.00	\$1,956.00		Recurring	<u>Price</u>	\$1,260.00 \$1,168.00 \$2,428.00		Recurring	<u>FTICE</u> \$1,260.00 \$1,168.00 \$2,428.00	
	Pro		\$1,080.00 \$146.00	S146.00 Recurring Price/Unit S1,260.00		\$1,260.00 \$146.00		Recurring	Frice/Unit \$1,260.00 \$146.00							
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		24 0%	USOC	FRHM9 FP115		USOC	FRHM9 FP115				<u>USOC</u>	FRHM2 FP115			Ĵ Ē Đ S	2004
		itract: mt	(KY)	ection otal			lection	otal				ection	PU			07 KAR 5:011 9 (1) RECTOR
		Months in Contract: Percent Discount	Current Price (KY) <u>ML 9 meg</u>	Customer Connection B-Bell Sub-Total	Promo	I	Customer Connection B-Bell	Sub-Total		Current Price	<u>MI. 12 meg</u>	Customer Connection B-Bell Sub-Tot		Promo	Customer Conn B-Bell	07 KAR 5:011 19 (1) DRECTOR

												Attachment Page 4 of 7 EDITED	
			41	romo Name: 3Q2	Promo Name: 3Q2004 Frame Relay Promotion (ML 9M and 12M) for KY Plan B	omotion (ML	<u>9M and 12N</u>	l) for KY Plan	æ				
Months in Contract: Percent Discount	37 0%				1 Months Recurring waived	waived		100% 1	100% NRC Waived				
Current Price (KY) ML 9 meg	<u>USOC</u>	Quantity	Recurring Price/Unit	Recurring <u>Price</u>	NR <u>Price/Uni</u> t	NR Price	Contract Tot Rev	Recurring Cost/Unit	Recurring Cost	NR Cost/Unit	NR Cost	Contract Tot Cost	% Mar <u>gin</u>
Customer Connection B-Bell	FRHM9 FP115	1 6	\$900.00 \$136.00	\$900.00 \$816.00		\$800.00 \$2.880.00	\$34.100 \$33.072						
Sub-Total				S1,716.00		S 3,680.00	\$67,172						
Promo	USOC	Quantity	Recurring <u>Price/Unit</u>	Recurring <u>Price</u>	NR <u>Price/Uni</u> t	NR Price	Contract Tot Rev	Recurring <u>Cost/Uni</u> t	Recurring <u>Cost</u>	NR <u>Cost/Unit</u>	NR <u>Cost</u>	Contract <u>Tot Cost</u>	% <u>Margin</u>
Customer Connection B-Bell Sub-Total	FRHM9 FP115	e 1	\$900.00 \$136.00	\$900.00 \$816.00 \$1.716.00		\$0.00 \$0.00 \$0.00	\$32.400 \$29.376 \$61.776						
Current Price ML 12 meg	usoc	Quantity	Recurring Price/Unit	Recurring Price	NR Price/Unit	NR Price	Contract Tot Rev	Recurring Cost/Unit	Recurring Cost	NR Cost/Unit	NR Cost	Contract Tot Cost	% Margin
Customer Connection B-Bell	FRHM2 FP115	- 8	\$1,050.00 \$136.00	\$1.050.00 \$1.088.00		\$1,000.00 \$3,840.00	\$39.850 \$44.096						
Sub-Illotal		РЈВ		\$2,138.00		\$4,840.00	\$83,946						
JU	USOCO	0 00uantity	Recurring Price/Unit	Recurring Price	NR Price/Unit	NR Price	Contract Tot Rev	Recurring Cost/Unit	Recurring Cost	NR Cost/Unit	NR Cost	Contract Tot Cost	% <u>Margin</u>
Customer Capite 2 0 - Customer Capite 2 0 - Customer Capite 2 - Customer Capite 2 - Customer Capite 2 - Customer 2 - Custo		∞ RVICE C	\$1,050.00 \$136.00	\$1,050.00 \$1,088.00 \$2,138.00		\$0.00 \$0.00 \$0.00	\$37,800 \$39,168 \$76,968						
2004	OMMISSION CKY 7E	OMMISSION											

Attachment

Promo Name: 302004 Frame Relay Promotion (Subrate T1) for KY Plan A

Months in Contract: Percent Discount	24 0%			-	0 Months Recurring waived	aived		100%	100% NRC Waived				
Current Dulos (KV)			Recurring	Recurring	NR	NR	Contract	Contract Recurring	Recurring	NR	NR	Contract	%
SRT1 @ 256K	USOC	USOC Quantity	Price/Unit	Price	Price/Unit	Price	Tot Rev	Cost/Unit	Cost	Cost/Unit	<u>Cost</u>	Tot Cost	<u>Margin</u>
Customer Connection	FRHS2	_	\$185.00	\$185.00		\$550.00	\$4.990						
Broadband Line	FP115	-	\$146.00	\$146.00		\$480.00	\$3,984						
Total				\$331.00		\$1,030.00	S8,974						
Promo			Recurring	Recurring	NR	NR	Contract	Contract Recurring	Recurring	NR	NR	Contract	•%
	USOC	USOC Quantity	Price/Unit	<u>Price</u>	Price/Unit	<u>Price</u>	Tot Rev	Cost/Unit	<u>Cost</u>	Cost/Unit	Cost	Tot Cost	<u>Margin</u>
Customer Connection	FRHS2	_	\$185.00	\$185.00		\$0.00	\$4,440						
Broadband Line	FP115		\$146.00	\$146.00		\$ 0.00	\$3,504						
Total				\$331.00		S0.00	S7,944						

				•					Description	ND	an	Contract	%
Current Price (KY)		÷		Kecurring D	NK	NK	Contract	Contract Recurring	Kecurring	Cost/Tuit	NK Cost	Tot Cost	/º Marcin
<u>SRT1 (a) 128 K</u>	<u>USOC</u>	Quantity	Price/Unit	Price	Price/Unit	<u>Price</u>	<u>1 OT KEV</u>		2001	CONVENIE		101 - 031	<u></u>
Customer Connection	FRHSI	1	\$155.00	\$155.00		\$550.00	\$4,270						
Broadband Line	FP115	1	\$146.00	\$146.00		\$480.00	\$3,984						
Total				\$301.00	•	\$1,030.00	\$8,254						
3Y_													
Promo		DI	Recurring	Recurring	NR	NR	Contract	Contract Recurring	Recurring	NR	NR	Contract	• %
	<u>usoc</u>	USOC POuntity	Price/Unit	<u>Price</u>	Price/Unit	<u>Price</u>	Tot Rev	Cost/Unit	Cost	Cost/Unit	<u>Cost</u>	Tot Cost	<u>Margin</u>
ter Connection	FRHS1		\$155.00	\$155.00		\$0.00	\$3,720						
	FPLIG	 SFI	\$146.00	\$146.00		\$0.00	\$3,504						
	KE	RVI		\$301.00		S0.00	S7,224						
5 2004 0 807 KAR 5:011 ON 9 (1) 7E DIRECTOR		CE COMMISSION	Z.	NOTE: As al	As all speeds of Subrate T1 Frame Relay have the same nonrecurring and monthly costs, the two lowest priced speeds (128K and 256K) have been shown in this analysis as representative of "worst case" results.	Frame Reli ne two lowe his analysis	ay have the sa st priced spee as representa	une nonrecurrir ds (128K and 2 tive of "worst (ıg 156K) case" results.				

Attachment Page 5 of 7 <u>EDITED</u>

Promo Name: 3Q2004 Frame Relay Promotion (Subrate T1) for KY Plan B

Months in Contract: Percent Discount	37 0%			-	1 Months Recurring waived	aived		100%	100% NRC Waived				
Current Price (KY) SRT1 @ 356K	usoc	USOC Quantity	Recurring Price/Unit	Recurring Price	NR Price/Unit	NR Price	Contract Tot Rev	Contract Recurring Tot <u>Rev</u> <u>Cost/Unit</u>	Recurring <u>Cost</u>	NR <u>Cost/Uni</u> t	NR Cost	Contract <u>Tot Cost</u>	% Margin
Customer Connection Broadband Line Total	FRHS2 FP115		\$150.00 \$136.00	\$150.00 \$136.00 \$286.00		\$550.00 \$480.00 \$1,030.00	\$6,100 \$5,512 \$11,612						
Promo	USOC	Quantity	Recurring Price/Unit	Recurring <u>Price</u>	NR Price/Unit	NR <u>Price</u>	Contract <u>Tot Rev</u>	Contract Recurring Tot Rev Cost/Unit	Recurring <u>Cost</u>	NR <u>Cost/Unit</u>	NR Cost	Contract <u>Tot Cost</u>	% <u>Margin</u>
- Customer Connection Broadband Line Total	FRHS2 FP115		\$150.00 \$136.00	\$150.00 \$136.00 \$286.00		\$ 0.00 \$ 0.00 \$0.00	\$5,400 \$4,896 \$10,296						

Current Price (KY)	(KY)			Recurring	Recurring	NR	NR	Contract	Contract Recurring	Recurring	NR	NR	Contract	%
SRT1 @ 128 K		USOC	Quantity	Price/Unit	Price	Price/Unit	<u>Price</u>	Tot Rev	Cost/Unit	<u>Cost</u>	<u>Cost/Unit</u>	Cost	Tot Cost	Margin
Customer Connection	rection	FRHS1		\$120.00	\$120.00		\$550.00	\$4,990						
Broadband Line	e	FP115	1	\$136.00	\$136.00		\$480.00	\$5,512						
Te	Total				\$256.00		\$1,030.00	\$10,502						
BY														
Promo			P	Recurring	Recurring	NR	NR	Contract	Contract Recurring	Recurring	NR	NR	Contract	•
	PUF	USOC	USOC & Quantity	Price/Unit	Price	Price/Unit	<u>Price</u>	Tot Rev	Cost/Unit	Cost	Cost/Unit	Cost	Tot Cost	Margin
Customer Conn		1	 1C	\$120.00	\$120.00		\$0.00	\$4.320						
Broadband		EP1 10	 : SI	\$136.00	\$136.00		\$0.00	\$4,896						
NT E		f k Efi	ER\		\$256.00		S0.00	\$9,216						
VEC) 5 0 80 TION	ENTL ECT	ICE		NOTE: As a	As all speeds of Subrate T1 Frame Relay have the same nonrecurring	1 Frame Reli	ay have the sa	nme nonrecurrin	ρΰ				
IRE)7 k	JCK IVE	201			and monthly costs, the two lowest priced speeds (128K and 256K)	the two lowe	st priced spec	xds (128K and 2	56K)				
СТС)04 (ar 1)	Ϋ́	MMI			have been shown in this analysis as representative of "worst case" results.	this analysis	as represent	ative of "worst (ase" results.				
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100% NRC Waived

0 Months Recurring waived

Months in Contract: Percent Discount	24 0%			J	0 Months Recurring waived	aived		100%	100% NRC Waived				
Current Price (KY)			Recurring	Recurring	NR	NR	Contract	Contract Recurring Recurring	Recurring	NR	NR	Contract	%
<u>11</u>	<u>USOC</u>	USOC Quantity	Price/Unit	<u>Price</u>	Price/Unit	<u>Price</u>	Tot Rev	Cost/Unit	Cost	<u>Cost/Unit</u>	<u>Cost</u>	Tot Cost	<u>Margin</u>
Customer Connection	FRH15	-	\$404.00	\$404.00		\$550.00	\$10,246						
Broadband Line	FP115	1	\$146.00	\$146.00		\$480.00	\$3.984						
Total				\$550.00		S1,030.00	\$14,230						
Promo			Recurring	Recurring	NR	NR	Contract	Contract Recurring Recurring	Recurring	NR	NR	Contract	•/•
	<u>USOC</u>	Quantity	<u>Price/Unit</u>	<u>Price</u>	Price/Unit	<u>Price</u>	Tot Rev	Cost/Unit	Cost	Cost/Unit	Cost	Tot Cost	<u>Margin</u>
Customer Connection	FRH15	1	\$404.00	\$404.00		\$0.00	\$9,696						
Broadband Line	FP115	-	\$146.00	\$146.00		\$0.00	\$3.504						
Total				\$550.00		S0.00	\$13,200						

Promo Name: 3Q2004 Frame Relay Promotion (T1) for KY Plan B

Months in Contract: Percent Discount	37 0%			I Months Recurring waived	aived		100%	100% NRC Waived	
Current PricedKY)	US <u>OC</u> <u>A</u> uantity	Recurring Price/Unit	Recurring <u>Price</u>	NR <u>Price/Uni</u> t	NR Price	Contract Tot Rev	Contract Recurring Tot Rev Cost/Unit	Recurring <u>Cost</u>	NR <u>Cost/Unit</u>
Customer Connector	- o	\$344.00 \$136.00	\$344.00 \$136.00 \$480.00		\$550.00 \$480.00 \$1,030.00	\$13,278 \$5,512 \$ 18,790			
		Recurring Price/Unit	Recurring <u>Prrice</u>	NR <u>Price/Uni</u> t	NR Price	Contract <u>Tot Rev</u>	Contract Recurring Tot Rev Cost/Unit	Recurring <u>Cost</u>	NR <u>Cost/Uni</u> t
Customer Condition	I I DMMISS OF XY FILLE ELLE 2004	\$344.00 \$136.00	\$ 344.00 \$ 136.00 \$480.00		\$0.00 \$0.00 \$0.00	\$12,384 \$4,896 \$17,280			
1	1								

Margin

Contract Tot Cost

NR Cost

%

Margin

%

Contract Tot Cost

NR Cost

Attachment Page 7 of 7 EDITED



Tony Taylor Director Regulatory & External Affairs



June 24, 2004

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203

Tony.Taylor@bellsouth.com

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

502-582-2164

FAX 502-582-8667

Re: 65-0736

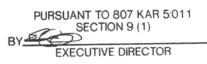
Dear Ms. O'Donnell:

On May 25, 2004, we notified you of a promotion called the "BellSouth ® 3Q04 Consumer MDU (Multi-Dwelling Unit) Gift Card Offer" that we intend to offer. The name of this promotion has now been changed to the "BellSouth ® 3Q04 Consumer MDU (Multi-Dwelling Unit) Answers Cash Back Promotion." This promotion will begin on July 1, 2004 and end on September 28, 2004. Customers moving into contracted Multi-Dwelling Units (MDU's) will receive collateral that will include a coupon redeemable for cash back. Customers establishing service in non-contracted MDU locations may receive a coupon for fulfillment upon demand.

Specific provisions and limitations for this promotion are as follows:

- 1. Customer must place order for promotion eligible product(s) or service(s) between July 1, 2004 and September 28, 2004.
- 2. Customer order must be completed and/or billing begun prior to coupon redemption.
- 3. The customer must fill out and mail the coupon(s) to the specified address by the specified date to redeem the coupon.
- 4. Only customers who correctly redeem the coupon by the postmark deadline date will be eligible to receive a check(s).
- 5. This promotion is available upon purchase of any of the Complete Choice ® family of packages.
- 6. Only customers who correctly redeem the coupon by the postmark deadline date will be eligible to receive a check(s).
- The customer must be a current subscriber to the promotion eligible BellSouth service at the time of coupon redemption.
 PUBLIC SERVICE COMMISSION
- 8. BellSouth may terminate this promotion at any time.

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OF KENTUCKY

EFFECTIVE

Elizabeth O'Donnell June 24, 2004 Page 2 of 4

- 9. Offer valid for only one (1) service line per account at the intended local service address.
- 10. Customers that transfer qualifying service (regulated or non-regulated) from one address to another address are not eligible for the cash back offer.
- 11. Customer must purchase specific Complete Choice or BellSouth Preferred Pack (SM) products and specific non-regulated services on the same order to qualify for cash back.
- Offer may not be combined with Reacquistion \$100 Cash Back offer or Reacquistion \$25 VIP Gift Card or Reacquistion \$25 Visa Gift Card or \$50 Shoppers Cash Back or Service Connection Waiver.
- 13. Customers may only receive Cash Back once within promotional period July 1, 2004 through September 28, 2004.
- 14. New BellSouth MDU Answers eligible customers purchasing one of the following services are eligible to receive a Complete Choice or BellSouth PreferredPack coupon redeemable for twenty-five dollars (\$25.00) provided the customer orders a qualifying non-regulated eligible product on the same order: new BellSouth Complete Choice service, new BellSouth Complete Choice Three-Line Plan package, new BellSouth Complete Choice Three-Line Plan package, New Area Plus ® with BellSouth Complete Choice plan, new Area Plus Two-Line Plan package with BellSouth Complete Choice, new Area Plus Three-Line Plan package with BellSouth Complete Choice, new Area Plus Three-Line Plan package with BellSouth Complete Choice, new Area Plus Three-Line Plan package with BellSouth Complete Choice, new Area Plus Three-Line Plan package with BellSouth Complete Choice, new Area Plus Three-Line Plan package with BellSouth Complete Choice, new Area Plus Three-Line Plan package with BellSouth Complete Choice, new BellSouth PreferredPack plan (any version).
- 15. Existing BellSouth customers who upgrade from basic local service to one of listed Complete Choice or BellSouth PreferredPack products and one of the following non-regulated services on the same order are eligible to receive cash back for the regulated service.
- 16. New subscribers to Complete Choice and BellSouth PreferredPack service are only eligible for this offer if they have not previously received the BPP or CC \$25 Cash Back offer during the promotion period and order a non-regulated service on the same order to receive the cash back coupon.
- 17. Customers that downgrade from Complete Choice to one of the above listed Preferred Pack Plans will not be eligible for the Cash Back offer.
- 18. Customers that transfer qualifying Complete Choice service from one address to another address are not eligible for the Complete Choice Cash Back offer.
- 19. Customers that transfer qualifying BPP service from one address to another address are not eligible for the BPP Cash Back offer.
- 20. Complete Choice or BPP order must be complete within 30 days of order placement for customer to be eligible to receive Cash Back offer.
- 21. Customers upgrading from Area Plus to Complete Choice are not eligible for the cash back offer. OF KENTUCKY

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JUL 0 1 2004

Elizabeth O'Donnell June 24, 2004 Page 3 of 4

22. Non Regulated Promotion Products and Eligibility Restrictions:

- a. New BellSouth MDU Answers eligible customers subscribing to Complete Choice or BellSouth PreferredPack and purchasing one or more of the following non regulated products or services on the same order are eligible to receive a coupon redeemable for cash back on the following products: new BellSouth® FastAccess® Xtreme Service (DSL), new BellSouth FastAccess Ultra Service (DSL), new BellSouth FastAccess Lite Service, new BellSouth Internet Service (Dial), new Cingular® Wireless Service Plans over \$39.99.
- b. Existing Answers eligible customers subscribing Complete Choice or BellSouth PreferredPack customers and purchasing one or more of the following non regulated products or services on the same order are eligible to receive a coupon redeemable for Cash Back on the following products: new BellSouth® FastAccess Xtreme Service (DSL), new BellSouth FastAccess Ultra Service (DSL), new BellSouth FastAccess Lite Service, new BellSouth Internet Service (Dial), new Cingular® Wireless Service Plans over \$39.99.
- c. The customer must activate their FastAccess, BellSouth Internet Dial, and/or-Cingular Wireless service by within 30 days of order placement to qualify for Cash Back.
- d. FastAccess, BellSouth Internet Dial, and/or Cingular Wireless must be billed on the customer's BellSouth bill for Cash Back coupon eligibility.
- e. Customers that disconnect or deactivate their Fast Access Xtreme, Fast Access Ultra, Fast Access Lite, BellSouth Internet Dial, or Cingular service during the promotional period and then connect or reactivate are not eligible for the promotion.
- f. Existing Wireless customers with combined billing who change their existing wireless plan within the promotion period are not eligible for Cash Back for this 2Q04 Consumer Cash Back Promotion.
- g. Existing FastAccess customers downgrading their FastAccess service (i.e. FastAccess DSL customers downgrading to FastAccess DSL Lite or BellSouth Internet Service) during the promotion period are not eligible to receive cash back for this 2Q04 Consumer Cash Back Promotion.

An analysis of the rates and cost associated with this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information PUBLIC SERVICE COMMISSION

OF KENTUCKY EFFECTIVE

JUL 0 1 2004

Elizabeth O'Donnell June 24, 2004 Page 4 of 4

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours, Tob lav

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

JUL 0 1 2004

Attachment Page 1 of 1 EDITED

Product	Recurring Revenue	Recurring Cost	Margin \$	Non- Recurring Revenue	Non- Recurring Cost	Non-Recurring Discounts	Non-Recurring Gain/(Loss)	Breakeven (mos.)
New BPP	\$ 36.45			\$ 42.00		\$ (25.00)		
CC	\$ 40.00			\$ 42.00		\$ (25.00)		
CC - 2 Line	\$ 63.45			\$ 57.00		\$ (25.00)		
CC - 3 Line	\$ 90.45			\$ 72.00		\$ (25.00)		
AP w/ CC	\$ 56.00			\$ 42.00		\$ (25.00)		
AP w/ CC - 2 Line	\$ 86.45			\$ 57.00		\$ (25.00)		
AP w/ CC - 3 Line	\$ 123.45			\$ 72.00		\$ (25.00)		

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

JUL 0 1 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) BY EXECUTIVE DIRECTOR

T65-0714



BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

Tony Taylor Director Regulatory & External Affairs

RECEIVED

June 21, 2004

JUN 2 1 2004

PUBLIC SERVICE COMMISSION

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 65-0714

Dear Ms. O'Donnell:

On May 20, 2004, we notified you of a promotion called the "BellSouth ® IWAN (Integrated Wide Area Network) Frame Solution" bundle that we intend to offer to business customers. During the promotional period of July 1, 2004 through June 30, 2005, the services offered within the BellSouth IWAN Frame Solution bundle will be available for a single monthly rate to customers that sign either a minimum twenty-four (24) or a minimum thirty-seven (37) month contract. BellSouth IWAN Frame Solution is a product/service bundle that will be provided for a single price, which will be determined by the service configuration (speed) that the customer chooses. This promotion is structured as follows:

1. BellSouth IWAN Frame Solution - DS0 includes:

- a. Frame Relay Service, 64 Kbps Customer Connection
- b. Frame Relay Service, Initial Standard DLCI
- c. Broadband Line Service, 64 Kbps Broadband Line
- d. Customer Premises Equipment (CPE)¹
- e. CPE Maintenance Package¹

2. BellSouth IWAN Frame Solution - Subrate T1 at 128 Kbps includes:

- a. Frame Relay Service, Subrate T1 128 Kbps Customer Connection
- b. Frame Relay Service, Initial Standard DLCI
- c. Broadband Line Service, 1.536 Mbps Broadband Line
- d. Customer Premises Equipment (CPE)¹
- e. CPE Maintenance Package¹

Note 1: Nonregulated Services

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Elizabeth O'Donnell June 21, 2004 Page 2 of 5

3. BellSouth IWAN Frame Solution - Subrate T1 at 256 Kbps includes:

- a. Frame Relay Service, Subrate T1 256 Kbps Customer Connection
- b. Frame Relay Service, Initial Standard DLCI
- c. Broadband Line Service, 1.536 Mbps Broadband Line
- d. Customer Premises Equipment (CPE)¹
- e. CPE Maintenance Package¹

4. BellSouth IWAN Frame Solution - Subrate T1 at 384 Kbps includes:

- a. Frame Relay Service, Subrate T1 384 Kbps Customer Connection
- b. Frame Relay Service, Initial Standard DLCI
- c. Broadband Line Service, 1.536 Mbps Broadband Line
- d. Customer Premises Equipment (CPE)¹
- e. CPE Maintenance Package¹

5. BellSouth IWAN Frame Solution - Subrate T1 at 512 Kbps includes:

- a. Frame Relay Service, Subrate T1 512 Kbps Customer Connection
- b. Frame Relay Service, Initial Standard DLCI
- c. Broadband Line Service, 1.536 Mbps Broadband Line
- d. Customer Premises Equipment (CPE)¹
- e. CPE Maintenance Package¹

6. BellSouth IWAN Frame Solution - Subrate T1 at 768 Kbps includes:

- a. Frame Relay Service, Subrate T1 768 Kbps Customer Connection
- b. Frame Relay Service, Initial Standard DLCI
- c. Broadband Line Service, 1.536 Mbps Broadband Line
- d. Customer Premises Equipment (CPE)¹
- e. CPE Maintenance Package¹

7. BellSouth IWAN Frame Solution - Subrate T1 at 1152 Kbps includes:

- a. Frame Relay Service, Subrate T1 1152 Kbps Customer Connection
- b. Frame Relay Service, Initial Standard DLCI
- c. Broadband Line Service, 1.536 Mbps Broadband Line
- d. Customer Premises Equipment (CPE)¹
- e. CPE Maintenance Package¹

8. BellSouth IWAN Frame Solution - T1 includes:

- a. Frame Relay Service, 1.536 Mbps Customer Connection
- b. Frame Relay Service, Initial Standard DLCI
- c. Broadband Line Service, 1.536 Mbps Broadband Line
- d. Customer Premises Equipment (CPE)¹
- e. CPE Maintenance Package¹

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

JUL 0 1 2004

PURSUANT TO 807 KAR 5:011 SECTION 9(1)

EXECUTIVE DIRECTOR

Elizabeth O'Donnell June 21, 2004 Page 3 of 5

Specific provisions and limitations for this promotion are as follows:

- 1. This promotion is available to new BellSouth IWAN Frame Solution business customers who meet all the eligibility requirements outlined in this promotion description.
- 2. To qualify for and participate in this promotion, customers must sign a BellSouth IWAN Frame Solution contract (term agreement) between July 1, 2004 and June 30, 2005.
- 3. Customers must subscribe to BellSouth IWAN Frame Solution to obtain the bundle of services at the promotion price.
- 4. Rates that apply for a BellSouth IWAN Frame Solution bundle are based upon both the service configuration (speed) and contract term (either twenty-four to thirty-six months or thirty-seven to sixty months) that the customer selects.
- 5. This promotion provides discounted regulated and non-regulated services within the BellSouth IWAN Frame Solution bundle for a single monthly rate and nonrecurring installation charge. The monthly rates and nonrecurring charges for each BellSouth IWAN Frame Solution bundle are as set forth following:

BellSouth IWAN Frame Solution	Nonrecurring	24 - 36	37 – 60
Bundle Speed	<u>Charge</u>	Month, <u>Monthly Rate</u>	Month, Monthly Rate
a. DS0	\$550.00	\$210.00	\$185.00
b. Subrate T1 at 128 Kbps	550.00	375.00	330.00
c. Subrate T1 at 256 Kbps	550.00	405.00	360.00
d. Subrate T1 at 384 Kbps	550.00	460.00	410.00
e. Subrate T1 at 512 Kbps	550.00	495.00	440.00
f. Subrate T1 at 768 Kbps	550.00	530.00	470.00
g. Subrate T1 at 1152 kbps	550.00	555.00	500.00
h. T1	550.00	580.00	520.00

- 6. Unless otherwise specified, BellSouth will not combine this promotion with any other promotion, program or Contract Service Arrangement offered by BellSouth.
- 7. All term election agreements must be signed by June 30, 2005.
- 8. When a tariffed service purchased under a term contract is disconnected prior to the expiration date as a result of a subscriber's purchase of BellSouth IWAN Frame Solution service, termination liability charges for the existing service will not apply when:
 - a. The contract period of the new BellSouth IWAN Frame Solution service equals or is greater than the remaining term of the Subscriber's existing opperedente COMMISSION
 - b. The rates paid by the subscriber for BellSouth IWAN Frame Solution service equal to or greater than the rates paid by the subscriber for its existing service, and

JUL **0 1** 2004

Elizabeth O'Donnell June 21, 2004 Page 4 of 5

- c. The service orders to install the new BellSouth IWAN Frame Solution service and disconnect the subscriber's existing service are related together and there is no lapse in service between disconnection of the existing service and installation of the new service, and
- d. BellSouth IWAN Frame Solution service is purchased for the same subscriber location.
- 9. Moves inside the same building and moves to a different building will incur an additional nonrecurring charge of five hundred seventy-five dollars (\$575.00).
- 10. An existing customer with BellSouth IWAN Frame Solution Subrate T1 service may request to change to a different speed of BellSouth IWAN Frame Solution Subrate T1 service or to BellSouth IWAN Frame Solution T1 service. Such a change will incur the Frame Relay Subrate T1 Speed Change Charge specified in Section A40.1 of BellSouth's tariff.
- 11. A subscriber request to change an existing BellSouth IWAN Frame Solution DS0 service to either a BellSouth IWAN Frame Solution Subrate T1 or BellSouth IWAN Frame Solution T1 service will incur an additional nonrecurring charge of six hundred fifty dollars (\$650.00).
- 12. Other optional Frame Relay service features (e.g., Additional DLCIs, CIR, Priority DLCIs, Intelligent PVC capability, MultiCast PVC capability, etc.) desired by the subscriber to work with the Frame Relay Service included in the BellSouth IWAN Frame Solution service bundle may be purchased at the standard rates and charges from Section A40.1 of BellSouth's tariff.
- 13. This promotion is only available to subscribers where BellSouth offers service and where facilities are available.
- 14. Existing contracts may not be renegotiated in order to receive this promotion unless otherwise specified.
- 15. BellSouth may modify or terminate this promotion at any time. Notice of modifications to participants will be included in standard promotion communications, including but not limited to letters, emails, or faxes.
- 16. In the event the subscriber terminates the term election agreement, the subscriber must pay to BellSouth a charge for ninety percent (90%) of the number of months remaining on such agreed upon term. This termination charge will appear on the subscriber's final bill as a charge in the Other Charges & Credit section. Payment of the termination charge does not release the subscriber from other previous amounts owed to BellSouth.
- 17. This promotion is not available for resale. Each regulated service contained within this bundle is available individually for resale at the tariff rate less the service contained within this discount.

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Elizabeth O'Donnell June 21, 2004 Page 5 of 5

An estimate of the revenue and cost effect of this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours, То

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

JUL 0 1 2004

Attachment Page 1 of 6 <u>EDITED</u>

BellSouth IWAN Frame Solutions - Special Promotion DSO Plan A

Months in Contract:	24			0	0 Months Recu	Recurring waived	q	100%	100% NRC Waived					
Percent Discount	%0	n/a, rates set below	it below											
		I												
Current Price (KY)			Recurring	Recurring	NR	NR	Contract	Contract Recurring Recurring	Recurring	NR	NR	Contract	%	%
DSO	<u>USOC</u>	Quantity	Price/Unit	Price	Price/Unit	Price	Tot Rev	Cost/Unit	Cost	Cost/Unit	Cost	<u>Tot Cost</u>	<u>Margin</u>	Contribution
Customer Connection	FRH64	-	\$74.00	\$74.00	\$425.00	\$425.00	\$2,201							
B-Bell	FP164	-	\$71.00	\$71.00	\$540.00	\$540.00	\$2,244							
Sub-Total				\$145.00		\$965.00	\$4,445							
Promo			Recurring	Recurring	NR	NR	Contract	Contract Recurring Recurring	Recurring	NR	NR	Contract	%	%
	<u>USOC</u>	Quantity	Price/Unit	<u>Price</u>	Price/Unit	Price	Tot Rev	Cost/Unit	Cost	Cost/Unit	Cost	Tot Cost	<u>Margin</u>	Contribution
Customer Connection	FRH64	-	\$62.05	\$62.05	\$0.00	\$0.00	\$1,489							
B-Bell	FP164	-	\$57.95	\$57.95	\$0.00	\$0.00	\$1,391							
Sub-Total				\$120.00		\$0.00	\$2,880							
P BY	Note: Initial [DLCI costs in	Note: Initial DLCI costs included in Customer Connection costs.	mer Connectic	n costs.									

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Months in Contract: Percent Discount	37 0%	n/a, rates set below	it below	0	0 Months Recurring waived	urring waiver	73	100%	100% NRC Waived					
Current Price (KY) DS0 Customer Connection	<u>USOC</u> FRH56	<u>Quantity</u>	Recurring Price/Unit \$54.00	Recurring Price \$54.00	NR <u>Price/Uni</u> t \$425.00	NR <u>Price</u> \$425.00	Contract <u>Tot Rev</u> \$2.423	Recurring <u>Cost/Unit</u>	Recurring <u>Cost</u>	NR Cost/Unit	NR Cost	Contract <u>Tot Cost</u>	% Margin	% <u>Contribution</u>
B-Belt Sub-Total	FP156	-	\$61.00	\$61.00 \$115.00	\$540.00	\$540.00 \$965.00	\$2,797 \$5,220							
Promo	I		Recurring	Recurring	NR	R	Contract	Recurrina	Recurring	Ä	¥	Contract		8
	<u>USOC</u>	Quantity	Price/Unit	<u>Price</u>	Price/Unit	<u>Price</u>	Tot Rev	Cost/Unit	Cost	Cost/Unit	Cost	Tot Cost	// Maroin	// Contribution
Customer Connection	FRH56		\$46.55	\$46.55	\$0.00	\$0.00	\$1,722							
B-Dell Sub-Total	120	-	\$48.45	\$48.45 \$95.00	\$0.00	\$0.00	\$1,793 \$3 515							
JUL 0 1 2004 PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR	BUBLIC SERVICE COMMISSION DUBLIC SERVICE COMMISSION COF KENTUCKY EFFECTIVE	DLCI costs ir	NOTED DLCI costs included in Customer Connection costs PIDBFIC SELATION DECI COST DECI COMMERCIAL DECI COMMERCIAL DECI COST DECI COMMERCIAL DECI COST DECI CO	omer Connecti	on costs.									

BellSouth IWAN Frame Solutions - Special Promotion DSO Plan B

Attachment Page 2 of 6 <u>EDITED</u>

Attachment Page 3 of 6 <u>EDITED</u>

BellSouth IWAN Frame Solutions - Special Promotion SRT1 Plan A

	SI	
	% Contribution	% %
	Margin	% <u>Margin</u>
	Contract <u>Tot Cos</u> t	Contract Tot Cost
	Cost Cost	NR Cost
_	NR <u>Cost/Uni</u> ț	NR CostUnit
100% NRC Waived	Recurring Cost	Recurring <u>Cost</u>
100%	Contract Recurring Recurring <u>1 of Rev</u> <u>Cost/Unit</u> <u>Cost</u> \$3,984 \$3,984	Contract Recurring Recurring <u>Iot Rev</u> <u>Cost/Unit</u> <u>Cost</u> \$4,231 \$3,329 \$7,560
_	Contract Tot Rev \$4,990 \$3,984 \$8,974	Contract <u>Iot Rev</u> \$4,231 \$3,329 \$7,560
ming waived	<pre>NR \$550.00 \$480.00 \$1,030.00</pre>	NR \$0.00 \$0.00 \$0.00
0 Months Recurring waived	NR Price/Unit \$550.00 \$480.00	NR <u>Price/Unit</u> \$0.00 \$0.00
0	Recurring Price \$185.00 \$146.00 \$331.00	Recurring Price \$176.30 \$138.70 \$315.00
f below	Recurring <u>Price/Unit</u> \$185.00 \$146.00	Recurring Price/Unit \$176.30 \$138.70
24 0% n/a, rates set below	USOC Quantity FRHS2 1 FP115 1	USOC Quantity FRHS2 1 FP115 1
24 0%	USOC FRHS2 FP115	USOC FRHS2 FP115
Months in Contract: Percent Discount	Current Price (KY) <u>SRT1 @ 256K</u> Customer Connection B-Beil Sub-Total	Promo Customer Connection B-Beil Sub-Total

cont'b	۲ Cont'b	
% Margin	% <u>Marqin</u>	
Contract <u>Tot Cost</u>	Contract Tot Cost	above cost.
Cost Cost	NR Cost	irations are
NR CostUnit	NR Cost/Unit	ateT1 configu
Recurring <u>Cost</u>		that all Subra
Contract Recurring Recurring <u>Tot Rev</u> <u>Cost/Unit</u> <u>Cost</u> \$4.270 \$3,984 \$8,254	Contract Recurring Recurring <u>Iot Rev</u> <u>Cost/Unit</u> <u>Cost</u> \$3,511 \$3,329 \$6,840	hown to show
Contract Tot Rev \$4,270 \$3,984 \$8,254	Contract Tot Rev \$3,511 \$3,329 \$6,840	s have been s
NR <u>Price</u> \$550.00 \$480.00 \$1,030.00	NR \$0.00 \$0.00 \$0.00	ower speeds
NR <u>Price/Unit</u> \$550.00 \$480.00	NR \$0.00 \$0.00	Connection costs. ame, only the two
Recurring Price \$155.00 \$146.00 \$301.00	Recurring <u>Price</u> \$146.30 \$138.70 \$285.00	ustomer Conn are the same,
Recurring Price/Unit \$155.00 \$146.00	Recurring Price/Unit \$146.30 \$138.70	NOTE A substrate DLCI costs included in Customer Connection costs.
Ouantity 	Quantity	itial DLCI cost
USOC FRHS1 FP115	SIDF KENTU	
Current Price (KY) SRT1 @ 128 K Customer Connection B-Bet Sub-Total	BECTION S	
<u>o</u> 00 0 4	EX CUTIVE D	RECTOR

Attachment Page 4 of 6 <u>EDITED</u>

BellSouth IWAN Frame Solutions - Special Promotion SRT1 Plan B

	% % Margin Contribution	
	% <u>Margin</u>	
	Contract <u>Tot Cost</u>	
	NR Cost	
	ecurring NR <u>Cost/Unit</u>	
100% NRC Waived	Recurring Recurring Cost/Unit Cost	
100%	Recurring <u>Cost/Unit</u>	
Ţ	Contract <u>Tot Rev</u> \$6,100 \$5,512 \$11,612	
rring waive	NR Price \$550.00 \$480.00 \$1,030.00	
1 Months Recurring waived	NR Price/Unit \$5550.00 \$480.00	
-	Recurring Price \$150.00 \$136.00 \$286.00	4
t below	Recurring Price/Unit \$150.00 \$136.00	Document
37 0% n/a, rates set below	Quantity	
37 0% I	USOC Quantity FRHS2 1 FP115 1	
Months in Contract: Percent Discount	Current Price (KY) SRT1 @ 256K Customer Connection B-Bell Sub-Total	Promo

	% Contribution	
	% <u>Margin</u>	
	Contract <u>Tot Cost</u>	
	NR Cost	
	NR <u>Cost/Unit</u>	
	Recurring <u>Cost</u>	
	Recurring <u>Cost/Unit</u>	
	-	\$4,651 \$9,720
	R Brice	\$0.00
	NR Price/Unit \$0.00	\$0.00
	Recurring Price \$140.80	\$129.20 \$270.00
	Recurring Price/Unit \$140.80	\$129.20
	<u>Quantity</u>	-
	USOC FRHS2	FP115
Promo	Customer Connection	B-Bell Sub-Total

Current Price (KY)			Recurring	Recurring	NR	R	Contract	Contract Recurring Recurring	Recurring	ž	AN	Contract	6	,
X 871 00 11 NG	<u>USOC</u>	Quantity	Price/Unit	Price	Price/Unit	Price	Tot Rev	Cost/Unit	Cost	Cost/Unit	Cost	Tot Cost	% Marain	×
Customer Connection	FRHS1	-	\$120.00	\$120.00	\$550.00	\$550.00	\$4.990					100 101	maturi	a mon
B-Bell B. F. T. T.	FP115	-	\$136.00	\$136.00		\$480.00	\$5,512							
leto I-and				\$256.00		\$1,030.00	\$10,502							
	Ρ													
	JB		Recurring	Recurring	NR	R	Contract	Contract Recurring Recurring	Recurring	97	9		à	
SI E	nsoc	<u>Quantity</u>	Price/Unit	Price	Price/Unit	Price	Tot Rev	Cost/Unit	Cost	Costillate		Contract	*	%
Customer Connect I	FRHSY	-	\$110.80	\$110.80	\$0.00	000	\$3 0A0		1977	COSPO INI		101 (051	Margin	<u>Cont'b</u>
	正正定	-	\$129.20	\$129.20	\$0.00	\$0.00	\$4.651							
NI SECTOTA	RV KE FF			\$240.00		\$0.00	\$8,640							
1 0 80 0 N E D	CE NT													
2 9		al DLCI costs	Mutal DLCI costs included in Customer	stomer Connec	Connection costs.									
(1)		ll enerd Cubi	to the second second		•									
)4 .R : roi		nne naade iii	ITALE 11 COSTS AL	e the same, on	ly the two low	er speeds hi	ave been shc	win to show th	at all Subrate	T1 configuratic	ons are abo	ive cost.		
5:0 R	SS													
11	101													
	4													

		% Contribution	% Contribution	
		% Margin Co	% Margin Co	
		Contract <u>Tot Cos</u> t	Contract <u>Iot Cos</u> t	
A II		Cost Cost	Cost R	
e Solutions - Special Promotion T1 Plan A		NR <u>Cost/Uni</u> t	NR Cost/Unit	
motion	100% NRC Waived	Recurring <u>Cost</u>	Recurring Cost	
al Proi	100%	Recurring <u>Cost/Uni</u> t	Recurring Cost/Unit	
Speci		Contract <u>Iot Rev</u> \$10,246 \$3,984 \$14,230	Contract <u>Iot Rev</u> \$8,431 \$3,329 \$11,760	
itions -	rring waived	NR Price \$550.00 \$480.00 \$1,030.00	NR \$0.00 \$0.00 \$0.00	
	0 Months Recurring waived	NR Price/Unit \$550.00 \$480.00	NR \$0.00 \$0.00	on costs.
N Fram	0	Recurring Price \$404.00 \$146.00 \$550.00	Recurring <u>Price</u> \$351.30 \$138.70 \$490.00	mer Connecti
<u>BellSouth IWAN Fram</u>	below	Recurring Price/Unit \$146.00 \$146.00	Recurring <u>8351.30</u> \$138.70	NOTE: Initial DLCI costs included in Customer Connection DDBTIC SELACTOR Connection
ellSou	n/a, rates set below	Quantity 1 1	Quantity 1	DLCI costs inc
ΩĮ	24 0%	USOC FRH15 FP115	USOC FRH15 FP115	U PUBLIC SERVICE COMMISSION OF KENTUCKY
	Months in Contract: Percent Discount	Current Price (KY) 11 Customer Connection B-Bell Sub-Total	Promo - Customer Connection B-Bell Sub-Total	JUL 0 1 2004 PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR

Mandle in Carl		[
monus in contract: Percent Discount	37 0%	n/a, rates set below	et below	0	Months Recurring waived	urring waive	Ð	100% 1	100% NRC Waived					
Current Price (KY) <u>11</u>	nsoc	Quantity	Recurring Price/Init	Recurring	NR		Contract	Contract Recurring Recurring	Recurring	AR	R	Contract	%	%
Customer Connection	FRH15	-	\$344.00	\$344 00		ļ	- 1	Cost/Unit	Cost	<u>Cost/Unit</u>	Cost	Tot Cost	Margin	Margin Contribution
B-Bell Sub Total	FP115	-	\$136.00	\$136.00		\$480.00	\$13,278 \$5.512							
IPIO I-CINC				\$480.00		_	\$18,790							
Brotho													1	
			Recurring	Parimina	9	l								
	USOC	Quantity	Price/Unit		Drice/I Init		Contract	Contract Recurring Recurring		NR	NR	Contract	%	%
Customer Connection	FRH15		\$200 DO	ł				<u>Cost/Unit</u>	Cost	<u>Cost/Unit</u>	Cost	Tot Cost	Maroin	Margin Contribution
B-Bell		- •		\$300.80	\$0.00		\$11,130							
Suh-Total	61173	-	\$129.20	\$129.20	\$0.00	\$0.00	\$4,780							
101-202				\$430.00			\$15,910							
BY	NOTE: Initia	I DLCI costs ir	NOTE: Initial DLCI costs included in Customer Connection costs.	omer Connecti	on costs.									
P	Pi													

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

JUL 0 1 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR

Attachment Page 6 of 6 <u>EDITED</u>

BellSouth IWAN Frame Solutions - Special Promotion T1 Plan B

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

(a) BELLSOUTH

Tony Taylor Director Regulatory & External Affairs

June 22, 2004

Re: 65-0711

Dear Ms. O'Donnell:

On May 19, 2004, we notified you of a new promotion called the "BellSouth ® Deluxe Rewards Promotion" that we intend to offer to small business customers. During the promotional period of July 1, 2004 through December 31, 2004, existing small business customers will be eligible to receive a \$75 per line reward and a waiver of line connection charges for ordering a minimum of four additional local exchange service lines and signing a 12-month term election agreement.

Specific provisions and limitations for this promotion are as follows:

- 1. Available to existing BellSouth business customers subscribing to local exchange service with aggregate annual billing of less than thirty-six thousand dollars (\$36,000.00) of BellSouth regulated services per state.
- 2. Customer must subscribe to a minimum of four (4) lines per location including Flat Rate Business Lines (1FB) or other line equivalents such as trunks or Centrex.
- 3. New lines added to the account or location, after the initial order, are not eligible for the reward.
- 4. Subscribers with multi-locations that are billed to another number or CLUB billed may have all locations participate as long as main billing account number qualifies by adding at least four (4) additional lines.
- 5. The seventy-five dollar (\$75.00) per line reward will appear as a one-time credit in the OC&C section of the subscriber's bill in a subsequent billing period (usually within one or two billing cycles). In addition to the reward, subscribers who participate in the promotion and subscribe to new service during the promotional period will not be billed for line connection charges associated with the service order. This will include the Line Connection Charge (first and additional lines).

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PURSUANT TO 807 KAR 5:011 SECTION 9 (1)

EXECUTIVE DIRECTOR

Elizabeth O'Donnell June 22, 2004 Page 2 of 2

- 6. Participation in the promotion begins on the date the subscriber commits to a term election and BellSouth accepts (unless voided by BellSouth). Depending on the subscriber's billing cycle, the term may begin in the current month or the month following, or the billing cycle that BellSouth completes the subscriber's term election agreement order and service installed.
- 7. Subscribers who are participating in the BellSouth Deluxe Rewards program are not eligible to participate in CSAs, BellSouth Welcoming Rewards Promotion, Complete Choice ® for Business Rewards Plus Promotion, Complete Choice ® for Business Plus Promotion, Complete Choice ® for Business Elite Promotion, BellSouth Additional Line offer or BellSouth Core New offer.
- 8. In the event the subscriber terminates the election agreement, the subscriber must pay to BellSouth the bill reward received. This charge will appear on the subscriber's final bill as a charge in the OC&C section. Payment of the termination charge does not release the subscriber from other previous amounts owed to BellSouth.
- 9. Applicable taxes and fees will be based on the full tariff price of all products and services, and no taxes or fees will be added to the amount of any reward under this promotion.
- 10. BellSouth may modify or terminate this promotion at any time. Notice of modifications to participants will be included in standard promotion communications, including but not limited to letters, emails, or faxes. In the event BellSouth terminates the promotion, subscribers will continue to receive the benefits of the promotion.

An estimate of the revenue and costs associated with this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours.

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

JUL 0 1 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR

Revenue and Cost Summary (Per Customer)

	Revenue	<u>Cost</u>	Contribution
Complete Choice ® for Business Term Agreement Customer	\$6,023		
Complete Choice ® for Business Customer With Simple Savings	\$11,462		
Complete Choice ® for Business Customer With Key Customer Program	\$12,067		
Basic Exchange Service (1FB) Customer			
With Simple Savings			
- RGs 1-3	\$8,659		
- RGs 4-5	\$9,379		
Basic Exchange Service (1FB) Customer			
With Key Customer Program			
RGs 1-3	\$9,112		
- RGs 4-5	\$9,865		

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

JUL 0 1 2004



BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

Tony Taylor Director Regulatory & External Affairs

June 22, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615 JUN 2 2 2004 PUBLIC SERVICE

Re: 65-0710

Dear Ms. O'Donnell:

On May 19, 2004, we notified you of a new promotion called the "BellSouth ® Welcoming Rewards Promotion" that we intend to offer to small business customers. During the promotional period of July 1, 2004 through December 31, 2004, small business customers will be eligible to receive a one time credit of \$50 for each location where the customer subscribes to local service from BellSouth by signing a 12-month term election agreement and a waiver of line connection charges. Participating customers will also be eligible to receive a \$25 BellSouth VIPGift coupon.

Specific provisions and limitations for this promotion are as follows:

- 1. Available to new BellSouth business customers subscribing to local exchange service with aggregate annual billing of less than thirty-six thousand dollars (\$36,000.00) of BellSouth regulated service per state.
- 2. Customer must subscribe to a minimum of one line per location including Flat Rate Business Lines (1FB) or other line equivalents such as trunks or Centrex to receive the rewards.
- 3. Subscribers with multi-locations that are billed to a number or CLUB billed may have all locations participate as long as all the locations qualify and the locations do not have any service with BellSouth as the local service provider.
- 4. New lines that are added to the account or location during the promotional period or term are not eligible for the fifty-dollar (\$50.00) per line reward.

PUBLIC SERVICE COMMISSION

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JUL 0 1 2004

Elizabeth O'Donnell June 22, 2004 Page 2 of 2

- 5. The fifty-dollar (\$50.00) per line reward per location and the line connection waiver reward will appear as a one-time bill credit in the OC&C section of the Subscriber's bill in a subsequent billing period usually within one or two billing cycles.
- 6. The VIPGift coupon can be redeemed at www.bellsouthaward.vipgift.com or by calling 800-808-3616. The coupon is redeemable for either a VIPGift check or VISA® debit card only. The VIPGift check will be made payable to the business name.
- 7. The VISA® debit card can be used to obtain cash from automated teller machines (ATMs) or utilized at thousands of retailers, restaurants, and malls nationwide where VISA® is accepted. Subscribers must agree to terms and conditions of card utilization.
- 8. Participation in the promotion begins on the date the subscriber commits to a term election and BellSouth accepts (unless voided by BellSouth). Depending on the subscriber's billing cycle, the term may begin in the current month or the month following, or the billing cycle that BellSouth completes the subscriber's term election agreement order and service installed.
- 9. Subscribers who participate in this promotion are not eligible to participate in CSAs (Contract Service Arrangements) or any local exchange service term election agreements during the term of the agreement.
- 10. Subscribers may participate concurrently with the Simple Savings program or the Complete Choice ® for Business Term Plan.
- 11. In the event the subscriber terminates the election agreement, the subscriber must pay to BellSouth the bill reward credit received. Payment of the termination charge does not release the subscriber from other previous amounts owed to BellSouth.
- 12. Applicable taxes and fees will be based on the full tariff price of all products and services, and no taxes or fees will be added to the amount of any reward under this Promotion.
- 13. BellSouth may modify or terminate this promotion at any time. Notice of modifications to participants will be included in standard promotion communications, including but not limited to letters, emails, or faxes. In the event BellSouth terminates the promotion, subscribers will continue to receive the benefits of the promotion.

An analysis of the revenue and cost associated with this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

ery truly yours,

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

JUL 0 1 2004

PURSUANT TO 807 KAR 5:011 SECTION 9(1) EXECUTIVE DIRECTOR

Attachment Page 1 of 1 EDITED

Revenue and Cost Summary

<u>Revenue</u>

<u>Cost</u>

Contribution

Complete Choice ® for Business Term Agreement Customer

Complete Choice ® for Business Customer with Simple Savings Promotion

Local Exchange Service (1FB) Customer with Simple Savings Promotion (RG 4 & 5)

> PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

> > JUL 0 1 2004

T65-0709

BELLSOUTH

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

Tony.Taylor@bellsouth.com

June 23, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 65-0709

Dear Ms. O'Donnell:

On May 19, 2004, we notified you of a new promotion called the "BellSouth ® 3Q PRI Advantage Plus Promotion" that we intend to offer to business customers. During the promotional period of July 1, 2004 through September 28, 2004, this promotion will offer business customers a choice of three term options, each of which includes a waiver of installation charges and an effective B-channel rate (after discount) that is commensurate with the length of term chosen.

Specific provisions and limitations for this promotion are as follows:

- 1. New BellSouth PRI subscribers are eligible for this promotion.
- 2. Existing BellSouth PRI subscribers who are month-to-month, with an expired contract, or with 6 months or less remaining on their existing contract are also eligible for this promotion.
- 3. Subscribers receive the 90-Day Satisfaction Guarantee: subscribers may terminate their contract if they are not satisfied with the service in the first 90 days without any termination liabilities. In order to exercise the Satisfaction Guarantee, the customer must provide written notification to BellSouth within ninety (90) days of the date service is installed.
- 4. Subscribers receive the following benefits:
 - a. Option one: 12-23 month term agreement Waiver of installation charges and a B Channel effective rate of \$19.00.
 - b. Option two: 24 to 48 Month term agreement Waiver of installation charges and a B Channel effective rate of \$15.00.
 - c. Option three: 49 to 72 Month term agreement Waiver of installation charges and a B Channel effective rate of \$12.00.
 PUBLIC SERVICE COMMISSION OF KENTUCKY

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JUL 0 1 2004

Elizabeth O'Donnell June 23, 2004 Page 2 of 2

- 5. The PRI Advantage Plus promo can also be combined with the following reward programs: BellSouth Business Rewards Plus, BellSouth Business Premium Rewards (BBPR), and BellSouth Business Winning Rewards or BellSouth Select Business.
- 6. Subscribers who sign a minimum 36 month term election agreement will also be eligible for the following credits:
 - a. PRI Overflow service charges waived for 3 months, and Calling Name and Number waived for 3 months, or
 - b. A \$75 reward for 3 months for subscribers who have or subscribe to the following BellSouth Long Distance plans (Business Platinum Preferred, Business Package Minute Plans, Business Monthly Saver Plans or Business Preferred Plan).
 - c. Small business subscribers who also sign a minimum 36-month term agreement may also be eligible for 40,000 select points.
- 7. Applicable taxes and fees will be based on the full tariff price of all products and services, and no taxes or fees will be added to the amount of any reward under this program.
- 8. BellSouth may modify or terminate this promotion at any time. Notice of modifications to participants will be included in standard promotion communications, including but not limited to letters, emails, or faxes.

An estimate of the revenue and cost effect of this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

erv truly yours

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JUL 0 1 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR

Attachment Page 1 of 1 EDITED

Revenue and Cost Summary (Per Customer)

Cost

Revenue

Contribution

12-23 Months

24-48 Months

49-72 Months

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

JUL 0 1 2004

765-0708

BELLSOUTH

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615 Tony Taylor Director Regulatory & External Affairs

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PUBLIC SERVICE COMMISSION

Re: 65-0708

Dear Ms. O'Donnell:

On May 19, 2004, we notified you of a new promotion called the "BellSouth ® 3Q04 Centrex Promotion" that we intend to offer to business customers During the promotional period of July 1, 2004 through September 30, 2004, business customers who order BellSouth ® Centrex service by signing a term agreement of at least 24 months will receive a waiver of installation charges and a waiver of one month's recurring charge.

Specific provisions and limitations for this promotion are as follows:

- 1. This promotion is available to all new and existing business subscribers who meet all the eligibility requirements outlined in this promotion description.
- 2. Subscribers must sign a term agreement between July 1, 2004 and September 30, 2004 in order to participate in this promotion. Following this promotion window, Subscribers are not allowed to enroll in this promotion or receive promotion rewards. This promotion is available for resale for the duration of this enrollment period.
- 3. Subscribers who purchase BellSouth® Centrex service by signing a minimum twenty-four (24) months or greater BellSouth® Centrex term agreement will receive:
 - a. Waiver of installation charges (as defined in Section A4 of BellSouth's Tariff)
 - b. One (1) month of BellSouth® Centrex service at no charge
- 4. Specific features included in this promotion are:
 - a. Common Equipment
 - b. Non-ISDN feature package
 - c. Non-ISDN station links
 - d. Network Access Registers (NARS)
 - e. Hunting where applicable

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

JUL 0 1 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1)

All BellSouth marks contained herein are owned by BellSouth Intellectual Property Constrained herein are owned herein are owned

Elizabeth O'Donnell June 21, 2004 Page 2 of 2

- 5. Promotion rewards will appear as a credit in the Other Charges & Credits section of the subscriber's bill in a subsequent billing period, usually within one (1) to two (2) billing cycles.
- 6. BellSouth® ESSX® service and BellSouth® MultiServ® service subscribers who migrate to BellSouth Centrex are also eligible for this promotion. BellSouth® Centrex® service customers with an expired contract or with six (6) months or less remaining are also eligible for this promotion.
- 7. Unless otherwise specified, BellSouth will not combine this promotion with any other promotion, program, or Contract Service Arrangement offered by BellSouth, except for BellSouth® Key Customer, BellSouth® Simple Savings, and/or BellSouth® Winning Rewards.
- 8. This promotion is only available to customers where BellSouth offers service and where facilities are available.
- 9. Applicable taxes and fees will be based on the full retail price of all products and services. No taxes or fees will be added to the amount of any reward under this program.
- 10. There is a limit of one reward on the same account, at the same address, and in the same name.
- 11. Existing contracts may not be re-negotiated in order to receive this promotion unless contract is within six months of expiration.
- 12. BellSouth may modify or terminate this promotion at any time. Notice of modifications to participants will be included in standard promotion communications, including but not limited to letters, emails, or faxes.
- 13. In the event the subscriber terminates the term election agreement, the subscriber must pay to BellSouth a charge for the number of months remaining on such agreed upon term. This termination charge will appear on the subscriber's final bill as a charge in the Other Charges & Credit section. Payment of the termination charge does not release the subscriber from other previous amounts owed to BellSouth. In addition, the subscriber shall reimburse all rewards received under this promotion.

An estimate of the revenue and cost effect expected from this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

PUBLIC SERVICE COMMISSION erv truly yours OF KENTUCKY EFFECTIVE **JUI 01** 2004 PURSUANT TO 807 KAR 5:011 SECTION 9 (1) Taylor EXECUTIVE DIRECTOR

Revenue and Cost Summary (Annual)

Revenue

Recurring Total

Cost

Recurring Non-Recurring Total

Contribution

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

JUL 0 1 2004



BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203

Tony.Taylor@bellsouth.com

502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

June 23, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 65-0707

Dear Ms. O'Donnell:

On May 19, 2004, we notified you of a promotion called the "BellSouth & Business Winning Rewards" promotion that we intend to offer to business customers. During the promotional period of July 1, 2004 through December 31, 2004, business customers who have annual billing for regulated services from BellSouth of \$900 to \$300,000 will receive monthly discounts commensurate with the length of contracts (12, 24, or 36 month agreements) they choose for eligible services.

Specific provisions and limitations for this promotion are as follows:

- 1. Participating customers will receive rewards as follows:
 - 12 Month Term = 5% reward on monthly General Subscriber Services Tariff (GSST) rates and 50% off hunting charges
 - 24 Month Term = 10% reward on monthly GSST rates and 75% off hunting charges
 - 36 Month Term = 15% reward on monthly GSST rates and free hunting charges
- 2. Installation charges and one-month recurring charges are applicable to the qualifying services purchased at the time of execution of the promotional agreement by the customer. Qualifying services include: 1FBs, PBX Trunks, BellSouth® MegaLink® Service, BellSouth® Centrex, BellSouth ® Primary Rate ISDN service, BellSouth® Frame Relay Service, Hunting, and Custom Calling features. Customers who have 12 months or more remaining on their Promotion Term Agreement and who order other qualifying services during the promotional period, through December 31, 2004, will receive a waiver of installation charges associated with the service order. Termination charges occur once the customer has disconnected all services and the final bill will include a recovery of rewards in the OCC section of the bill.

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JUL 0 1 2004

Elizabeth O'Donnell June 23, 2004 Page 2 of 2

- 3. Customers who sign up for this program are also eligible for special sweeteners on the following optional services (these services may require a separate contract):
 - BellSouth® Fast Access® DSLB
 - BellSouth® Dedicated Internet Access (DIA)
 - Cingular® Wireless
- 4. Only one promotion per billing account.
- 5. Subscribers participating in Key Customer, Simple Savings, Simple Solutions, Welcoming Rewards, Complete Choice for Business, Contract Service Arrangements, Special Assembly, Volume and Term Agreements, BellSouth Business Premium Rewards, Business Reward Plus, BellSouth Select Program or Custom Advantage are not eligible for this promotion.

An estimate of the revenue and cost effect of this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVF

JUL 0 1 2004

PURSUANT TO 807 KAN DULL BY SECTION 9 (1) EXECUTIVE DIRECTOR

Revenue and Cost Summary (2004)

Revenue

Recurring Total

Cost

Recurring Benefit Total

Contribution

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

JUL 0 1 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) BY_ EXECUTIVE DIRECTOR

I

765-0706



BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203

Elizabeth O'Donnell Executive Director

211 Sower Boulevard

Kentucky Public Service Commission

Frankfort, Kentucky 40602-0615

502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

Tony.Taylor@bellsouth.com

June 23, 2004

RECEIVED

JUN 2 3 2004

PUBLIC SERVICE COMMISSION

Re: 65-0706

P.O. Box 615

Dear Ms. O'Donnell:

On May 19, 2004, we notified you of a promotion called the "BellSouth ® Integrated Solutions – 3Q04" promotion that we intend to offer to business customers. During the promotional period of July 1, 2004 through December 31, 2004, business customers will have the choice of two package options that will provide a variety of voice, data, and networking options, and a flexible range of communication choices provisioned over a single T-1 or Primary rate ISDN line. The packages of services will be available at a discounted monthly rate, and installation charges will be waived. The two options are as follows:

- 1. <u>Package Option 1</u>. BellSouth Integrated Solutions with Dedicated Internet Access includes:
 - a. Analog, Digital Voice channels or Primary Rate ISDN Voice channels (6-22 voice channels)
 - b. Dedicated Internet Access (128K-768K)
 - c. Shared Web Hosting (200 MB space and 30 email boxes)
 - d. 1FB for out-of-band monitoring
 - e. Customer Premises Equipment (CPE)
 - f. CPE Maintenance Package
 - g. Local Loop up to four (4) miles (for BellSouth Integrated Solutions-T1)
- 2. <u>Package Option 2</u>. BellSouth Integrated Solutions with BellSouth Managed Network VPN includes:
 - a. Analog, Digital Voice channels or Primary Rate ISDN Voice channels(6-322RWGE_COMMISSION OF KENTUCKY EFFECTIVE
 - b. BellSouth Managed Network VPN service (128K-768K)

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PURSUANT TO 807 KAR 5:011

EXECUTIVE DIRECTOR

Elizabeth O'Donnell June 23, 2004 Page 2 of 4

Package Option 2 (Continued)

- c. 1FB for out-of-band monitoring
- d. Customer Premises Equipment (CPE)
- e. CPE Maintenance Package
- f. Local Loop up to four (4) miles (for BellSouth Integrated Solutions-T1)

Specific provisions and limitations for this promotion are as follows:

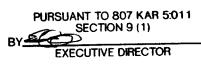
- 1. This promotion is available to new BellSouth Integrated Solutions business customers who meet all the eligibility requirements outlined in this promotion description.
- 2. Subscribers must sign a term agreement between July 1, 2004 and December 31, 2004 in order to participate in this promotion.
- 3. Package Option 1 Rates.
 - a. Subscribers who purchase BellSouth Integrated Solutions-T1 with Dedicated Internet Access by signing a twenty-four (24) month agreement will receive the base or minimum package rate starting at six hundred sixty-four dollars (\$664) and a waiver of installation charges (as defined in Section A4 of BellSouth's Tariff).
 - b. Subscribers who purchase BellSouth Integrated Solutions–T1 with Dedicated Internet Access by signing a thirty-six (36) month or greater agreement will receive the base or minimum package rate of five hundred thirty-nine dollars (\$539) and a waiver of installation charges (as defined in Section A4 of BellSouth's Tariff).
 - c. Subscribers may purchase BellSouth Integrated Solutions–PRI with Dedicated Internet Access under the above terms for an additional one hundred twenty dollars (\$120) per month.
- 4. Package Option 2 Rates.
 - a. Subscribers who purchase BellSouth Integrated Solutions-T1 with BellSouth Network VPN by signing a twenty-four (24) month agreement will receive the base or minimum package rate starting at seven hundred seventy-four dollars (\$774) and a waiver of installation charges (as defined in Section A4 of BellSouth's Tariff).
 - b. Subscribers who purchase BellSouth Integrated Solutions-T1 with BellSouth Network VPN by signing a thirty-six (36) month or greater agreement will receive the base or minimum package rate starting at six hundred forty-nine dollars (\$649) and a waiver of installation charges (as defined in Section A4 of BellSouth's Tariff).
 - c. Subscribers may purchase BellSouth Integrated Solutions–PRI with BellSouth Network VPN under the above terms for an additional one hundred twenty to FRUICE COMMISSION month.

JUL 0 1 2004

Elizabeth O'Donnell June 23, 2004 Page 3 of 4

- 5. Additional components below may be added by the Subscriber to their standard package at an additional monthly charge:
 - a. Additional Voice Channels available in 64K increments
 - b. Additional Data Channels available in 2-channel increments
 - c. Specified Calling Features (BellSouth Integrated Solutions-T1 only) Call Forwarding Busy Line, Call Forwarding Don't Answer, Call Waiting, Three-way Calling with Transfer, 30 Code Speed Calling, Call Forwarding Variable, Remote Access Call Forwarding Variable, Caller ID Name and Number Deliver (w/Anonymous Call Rejection), Repeat Dialing (*66), Call Return (*69), Message Waiting Indication-Audible, Message Waiting Indication-Audible/Visual
 - d. Direct Inward Dialing available per voice channel
 - e. Dedicated Internet Access or BellSouth Network VPN available in 128K, 256K, 384K, 512K and 768K bandwidths
 - f. Interoffice Facilities for BellSouth Integrated Solutions–T1 up to 75 miles where needed
 - g. Non-recurring charges may apply.
- 6. Unless otherwise specified, BellSouth will not combine this promotion with any other promotion, program or Contract Service Arrangement offered by BellSouth.
- 7. Subscribers who have this BellSouth Integrated Solutions promotion may not participate in the Key customer program, BellSouth Simple Savings, BellSouth Business Winning Rewards, BellSouth Premium Rewards program, BellSouth Welcoming Rewards, or Volume and Term contracts.
- 8. BellSouth Bandwidth Advantage subscribers are eligible for this promotion.
- 9. All term election agreements must be signed by December 31, 2004.
- 10. When a tariffed service purchased under a term contract is disconnected prior to the expiration date as a result of a subscriber's purchase of BellSouth Integrated Solutions, termination liability charges for the existing service will not apply when:
 - a. The contract period of the new BellSouth Integrated Solutions service equals or is greater than the remaining term of the subscriber's existing contract,
 - b. The rates paid by the subscriber for BellSouth Integrated Solutions service are equal to or greater than the rates paid by the subscriber for its existing service,
 - c. The service orders to install the new BellSouth Integrated Solutions service and disconnect the subscriber's existing service are related together and there is no lapse in service between disconnection of the existing service and installation of the new service, and
 - d. BellSouth Integrated Solutions service is purchased for the same subscriber location.
- 11. Moves (inside or outside) involving an existing customer will incur an additional nonrecurring charge of two thousand dollars (\$2,000). Moves must be made pursuant of the presence of BellSouth's tariff.

JUL 0 1 2004



Elizabeth O'Donnell June 23, 2004 Page 4 of 4

- 12. Voice additions/changes will incur a one hundred-dollar (\$100) per order nonrecurring charge.
- 13. Data additions/changes will incur a five hundred-dollar (\$500) per order nonrecurring charge.
- 14. Any additions or changes that require CPE change will incur a one thousand-dollar (\$1,000) nonrecurring charge.
- 15. Existing BellSouth Integrated Solutions subscribers that change from the BIS-T1 bundle to the BIS-PRI bundle will incur a two thousand dollar (\$2,000) nonrecurring charge. Changes from BIS-PRI to BIS-T1 are not permitted under the BellSouth Integrated Solutions Agreement.
- 16. Voice features additions/changes will incur a twenty-dollar (\$20) per order nonrecurring charge.
- 17. This promotion is only available to subscribers where BellSouth offers service and where facilities are available.
- 18. Existing contracts may not be renegotiated in order to receive this promotion unless otherwise specified.
- 19. BellSouth may modify or terminate this promotion at any time. Notice of modifications to participants will be included in standard promotion communications, including but not limited to letters, emails, or faxes.
- 20. In the event the subscriber terminates the term election agreement, the subscriber must pay to BellSouth a charge for the number of months remaining on such agreed upon term. This termination charge will appear on the subscriber's final bill as a charge in the Other Charges & Credit section. Payment of the termination charge does not release the subscriber from other previous amounts owed to BellSouth.

An estimate of the revenue and cost effect of this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours, PUBLIC SERVICE COMMISSION OF KENTUCKY

JUL 0 1 2004 PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR

Revenue and Cost Summary (Regulated, Per Customer)

T-1 Option:	Revenue	<u>Cost</u>	Net
24 Months			
36 Months			
PRI Option:			
24 Months			
36 Months			

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

JUL 0 1 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR



Regulatory & External Affairs

Tony Taylor

Director

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203

Elizabeth O'Donnell

211 Sower Boulevard

Executive Director

502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

June 7, 2004

RECEIVED

JUN 0 8 2004 PUBLIC SERVICE COMMISSION

P.O. Box 615 Frankfort, Kentucky 40602-0615

Kentucky Public Service Commission

Re: 65-0544

Dear Ms. O'Donnell:

On April 15, 2004, we notified Mr. Dorman of a new promotion called the "2Q04-BellSouth Premium Incentive Program" that we intended to offer. The promotion began on May 17, 2004 and is scheduled to end on December 31, 2004. On May 14, 2004, we filed the detailed provisions of the promotion. Among those provisions was the following:

"1. A qualifying subscriber may choose one of the following BellSouth special promotional rewards per Local Service Term Election Agreement per billing account: (1) \$25 BellSouth VIPGift VISA Debit Card (2) BellSouth Long Distance Domestic Packaged 250 Bonus Minutes."

Although both the debit card and the package of BellSouth Long Distance Bonus minutes will be available to participating customers, only the debit card will be available after October 31, 2004.

We regret any inconvenience this correction may cause the Commission or staff. If there are any questions concerning this correction, please call Jim Tipton at 502-582-8925.

Very truly yours,

Tony Taylor OF KENTUCKY

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Executive Director

EFFECTIVE

SECTION 9 (1)

765-0705

BELLSOUTH

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203

Tony.Taylor@bellsouth.com

502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

June 9, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 65-0705



Dear Ms. O'Donnell:

On May 19, 2004, we notified you of a new promotion called the "3Q04 Realtor Gift Card" promotion that we intend to offer to residential customers. During the promotional period of June 21, 2004 through December 31, 2004, residence customers who order BellSouth service via a designated website through a referral by their real estate agent will be eligible to receive a gift card of up to \$50 in value.

The specific provisions and limitations of this promotion are as follows:

- 1. This offer is limited to N (New) and T (Transfer) orders only.
- 2. Orders for service must be placed via the online ordering tool (does not include eStore).
- 3. Orders placed via eStore or the Consumer Large Team will not be eligible for this promotion.
- 4. Orders must be placed on or by December 31, 2004.
- 5. This offer is limited to one eligible line per customer.
- 6. The Gift Card is not redeemable for cash.
- 7. This promotion is only available to customers where BellSouth offers service and where facilities are available.
- 8. BellSouth may modify or terminate this promotion at any time.

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JUN 2 1 2004

Elizabeth O'Donnell June 9, 2004 Page 2 of 2

An estimate of the revenue and cost effect of this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

JUN 2 1 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR

Revenue and Cost Summary

Revenue (Annual)

Cost

Recurring (Annual) Expense

Total Cost

Contribution

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

JUN 2 1 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR

T65-0659



Regulatory & External Affairs

Tony Taylor

Director

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

May 10, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

RECEIVED

MAY 1 0 2004 PUBLIC SERVICE COMMISSION

Re: 65-0398

Dear Ms. O'Donnell:

On March 23, 2004, and again on April 20, 2004, we notified Mr. Dorman of a new promotion called the "BellSouth ® eStore Target ® Card Offer" that was to become effective on May 1, 2004. Among the provisions of that promotion was an exclusion of its availability to BellSouth employees (see #18, page 2, of the April 20th filing). That exclusion was incorrect. BellSouth employees are eligible to participate in the promotion.

We apologize for any inconvenience this correction may cause the Commission or staff. If there are any questions concerning this correction, please call Jim Tipton at 502-582-8925.

Very truly yours,

Tony

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JUN 0 9 2004

T65-0545

BELLSOUTH

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

Tony.Taylor@bellsouth.com

May 18, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

RECEIVED

MAY 1 3 2004

PUBLIC SERVICE COMMISSION

Re: 65-0545

Dear Ms. O'Donnell:

On April 15, 2004, we notified Mr. Dorman of a new promotion called the "3Q04-SBS-BellSouth Select Double Points Bonus" that we intend to offer. During this promotion, double Select points will be given for customers' BST spending for the quarter beginning on July 1, 2004 and ending on September 30, 2004. Customers must register on the Select website between May 25, 2004 and June 30, 2004 to be eligible for the double point offer. Double points will be awarded for qualifying customers' spending between \$100 and \$3,000 per month. This offer will be provided to any Select customer who requests and qualifies for the promotion.

Specific provisions and limitations for this promotion are as follows:

- 1. This promotion is available to new and existing small business customers with monthly BellSouth spending of between \$100 and \$3000 that participate in the BellSouth Select Business Program during the defined promotional period.
- BellSouth Select Business Program customers must register for this promotion at the BellSouth Select website (<u>www.bellsouthselectbusiness.com</u>) to be eligible for the bonus points.
- 3. Bonus points will be awarded to qualified customers who register during the stated registration period.
- 4. Qualified customers will receive two BellSouth Select points for every the select points for every two selects points for every the select points for every the select

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PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR

Elizabeth O'Donnell May 18, 2004 Page 2 of 2

- 5. The point reward will be applied to the Program point balance four to six weeks after the end of the quarter.
- 6. All Select points awarded for this promotion will be redeemable consistent with the terms and conditions of the BellSouth Select Business Program.
- 7. BellSouth may terminate this promotion at any time.

Enclosed is a revenue and cost comparison associated with this promotion. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

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Tony Taylor

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

MAY 2 5 2004

PURSUANT TO 807 KAR 5:011 SECTION 9(1) EXECUTIVE DIRECTOR

Revenue and Cost Comparison (Per Customer)

<u>Revenue</u>

<u>Cost</u>

Margin

Complete Choice ® for Business

- New
- Existing
- Simple Savings
- Key

1FB (Rate Groups 4 and 5)

- Simple Saving
- Key

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

MAY 2 5 2004

PURSUANT TO 807 KAR 5:011 BY SECTION 9 (1) EXECUTIVE DIRECTOR

,

765-0544

BELLSOUTH

Regulatory & External Affairs

Tony Taylor

Director

May 14, 2004

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 65-0544

Dear Ms. O'Donnell:

On April 15, 2004, we notified Mr. Dorman of a new promotion called the "2Q04-BellSouth Premium Incentive Program" that we intend to offer. During the promotional period of May 17, 2004 through December 31, 2004, this promotion will be available to existing business customers who are enrolled in a BellSouth Local Service Term Election Agreement that is scheduled to expire within 120 days. If the customer elects to sign a new BellSouth Local Service Term Election Agreement during the promotional period, the customer may choose to receive either a \$25 BellSouth VIPGift VISA Debit Card or 250 BellSouth Long Distance Domestic Packaged Minutes. This offer will be provided to any BellSouth business customer who requests and qualifies for the promotion.

Specific provisions and restrictions for this promotion are as follows:

- A qualifying subscriber may choose one of the following BellSouth special promotional rewards per Local Service Term Election Agreement per billing account: (1) \$25 BellSouth VIPGift VISA Debit Card (2) BellSouth Long Distance Domestic Packaged 250 Bonus Minutes.
- 2. The BellSouth VIPGift VISA Debit Card can be used to obtain cash from automated teller machines (ATMs) or utilized at thousands of retailers, restaurants, and malls nationwide where VISA is accepted. Subscribers must agree to terms and conditions of card utilization.
- 3. Subscribers who choose the BellSouth Long Distance Domestic Packaged Bonus Minutes must also sign a new BellSouth Long Distance Term Plan of 12, 24, or 36 months. The subscriber will receive the 250 BellSouth Long Distance Package minutes commission unused minutes will expire after 90 days. The bonus minutes will be applied to the first full billing cycle after the new term election agreement has been signed.

MAY 1 7 2004

SECTION 9(1)

EXECUTIVE DIRECTOR

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RECEIVED MAY 1 4 2004 PUBLIC SERVICE COMMISSION

Elizabeth O'Donnell May 14, 2004 Page 2 of 2

- 4. One reward per Local Service Term Election Agreement per billing account.
- Subscribers participating in Volume and Term Agreement CSAs, Product Level CSAs, Simple Savings, Simple Solutions, Welcome Back Win Back, Full Circle, Advantage Plus, Medallion Plus, Solution Plus, Hunting Program, or Welcoming Rewards are not eligible for the BellSouth Premium Incentive Promotion.
- 6. BellSouth may terminate this promotion at any time, however, subscribers participating in the promotion will continue to receive the benefits of the promotion.

A comparison of the revenue and cost associated with this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

MAY 1 7 2004

PURSUANT TO 807 KAR 5:011 SECTION 9(1) RY EXECUTIVE DIRECTOR

Revenue and Cost Summary (Per Customer)

Revenue

<u>Cost</u>

<u>Margin</u>

Complete Choice ® for Business Term

Complete Choice ® for Business Key

1FB Key (Rate Groups 4-5)

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

MAY 1 7 2004

PURSUANT TO 807 KAR 5:011 SECTION 9(1) EXECUTIVE DIRECTOR BY

765-0550

BELLSOUTH

Regulatory & External Affairs

Tony Taylor

Director

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

May 14, 2004

RECEIVED

MAY 1 4 2004

PUBLIC SERVICE. COMMISSION

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 65-0550

Dear Ms. O'Donnell:

On April 15, 2004, we notified Mr. Dorman of a new promotion called the "2Q04 Consumer Shoppers Cash Back" promotion that we intend to offer. During the promotional period of May 15, 2004 through December 31, 2004, new or existing customers who contact BellSouth and request information on local service or bundle prices for comparison with competitive offers and indicate a reluctance to place an order during the call will be offered a coupon redeemable for up to \$50 Cash Back or up to \$50 in merchandise as an incentive to close the sale.

Existing customers who contact BellSouth to downgrade or disconnect their service will be offered a coupon redeemable for up to \$50 Cash Back or up to \$50 in merchandise if they agree to extend their service at a level that satisfies the provisions of the promotion.

The specific provisions and limitations for this promotion are as follows:

- 1. This Cash Back offer is limited to customers subscribing to or ordering one of the following services:
 - a. the PreferredPack[®] plan,
 - b. any of the Complete Choice[®] plans, or
 - c. flat rate individual line service with at least one vertical feature and at least one of the following services; a BellSouth Long Distance plan, a BellSouth internet access plan or a Cingular wireless plan.
- 2. Customer must have the eligible services on their new service ordeput) of the maintain their current services on their existing account to receive a redeemable coupled NTUCKY
- 3. A new customer must place a qualifying order on or before 12/31/2004. EFFECTIVE

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PURSUANT TO 807 KAR 5:011 SECTION 9 (1)

EXECUTIVE DIRECTOR

Elizabeth O'Donnell May 14, 2004 Page 2 of 2

- 4. Offer valid for only one (1) service line at the qualifying local service address.
- 5. The customer must fill out a coupon and mail the coupon to a specified address by a specified date to receive the \$50 cash back.
- 6. If the customer cancels or discontinues the qualifying service prior to fulfillment, they will be ineligible for the cash back offer.
- 7. This offer may be combined with other cash back or promotional offers on the same services, as such offers may be concurrently available from time to time, provided that the Company reserves the right to prohibit the combination of this promotion with any other promotion at the Company's discretion.
- 8. This offer cannot be combined with reacquisition \$100 Cash Back offers, \$25 Gift Card offers, or offers that waive activation fees.
- 9. BellSouth may discontinue or modify this promotion at any time without customer notice.

A rate and cost summary relative to this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

MAY 1 5 2004

PURSUANT TO 807 KAR 5:011 SECTION 9(1) EXECUTIVE DIRECTOR

Rate and Cost Summary

Product	curring evenue	Recurring Cost	Margin \$	Re	Non- curring evenue	Non- Recurring Cost	Non- Recurring Discounts	Breakeven (mos.)
1FR	\$ 28.03			\$	42.00			
New BPP	\$ 36.45			\$	42.00			
BPP	\$ 37.9 1			\$	42.00			
CC	\$ 40.00			\$	42.00			
CC - 2 Line	\$ 63.45			\$	57.00			
CC - 3 Line	\$ 90.45			\$	72.00			
AP	\$ 44.50			\$	42.00			
AP w/ CC	\$ 56.00			\$	42.00			
AP w/ CC - 2 Line	\$ 86.45			\$	57.00			
AP w/ CC - 3 Line	\$ 123.45	L		\$	72.00			

PUBLIC SERVICE COMMISSION OF KENTUCK Y EFFECTIVE

MAY 1 5 2004

BY EXECUTIVE DIRECTOR



Tony Taylor Director Regulatory & External Affairs

RECEIVED

y & External Affairs

MAY 1 3 2004

PUBLIC SERVICE COMMISSION

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

May 13, 2004

Elizabeth O'Donnell Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 65-0399

Dear Ms. O'Donnell:

On March 23, 2004, we notified Mr. Dorman of a new promotion called the "BellSouth ® Centrex Flex Two Promotion" that we intend to offer to business customers. During the promotional period of May 14, 2004 through September 30, 2004, business customers who subscribe to BellSouth ® Centrex service on a contract of 36 months or longer, BellSouth ® Long Distance, and BellSouth ® Broadband Internet services (DIA/DSL), will receive a discounted Centrex bundle rate of \$45, a waiver of installation charges for Centrex service, a waiver of one month's recurring charge for Centrex service, and \$750 in Select points.

Specific provisions and restrictions for this promotion are as follows:

- 1. This promotion is available to all new and existing Business subscribers who meet all the eligibility requirements outlined in this promotion description.
- 2. Subscribers must sign a term agreement between May 14, 2004 and September 30, 2004 in order to participate in this promotion. Following this promotion window, subscribers are not allowed to enroll in this promotion or receive promotion rewards. This promotion is not available for resale for the duration of this enrollment period.
- 3. Subscribers must have a minimum of six (6) BellSouth Centrex lines for promotion eligibility. During the selected term, customers may add additional lines, however, non-recurring charges for the additional lines will apply (unless line connection charge is waived via BellSouth Key Customer or BellSouth Simple Savings programs).

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

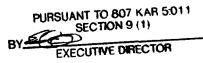
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PURSUANT TO 807 KAR 5:011 BY SECTION 9 (1) EXECUTIVE DIRECTOR

Elizabeth O'Donnell May 13, 2004 Page 2 of 3

- Eligible subscribers signing a thirty-six (36) month or greater agreement will receive: 4.
 - Special bundled monthly recurring rate of \$45 for Centrex service. a.
 - b. Waiver of BellSouth Centrex service nonrecurring installation charges (as defined in Section A4 of BellSouth's Tariff).
 - c. Waiver of one month of BellSouth Centrex service monthly recurring charges.
 - d. 30,000 BellSouth Select Bonus Points (a \$750 value) as long as Select program requirements and Centrex Flex Two promotion requirements are met.
- Specific features included in this promotion are: 5.
 - a. Common Equipment
 - b. Non-ISDN feature package
 - c. Non-ISDN station links
 - d. Network Access Registers (NARS)
 - e. Hunting where applicable
- BellSouth Long Distance service and BellSouth Broadband Internet service are separate charges, 6. not included in the special bundled rate (as described in 4. above). BSLD service (switched or dedicated) must be retained by the subscriber for the duration of the offer.
- Promotion rewards will appear as a credit in the Other Charges & Credits section of the 7. subscriber's bill in a subsequent billing period, usually within one (1) to two (2) billing cycles.
- BellSouth ESSX ® service and BellSouth MultiServ ® service subscribers who migrate to 8. BellSouth Centrex service are also eligible for this promotion. BellSouth Centrex service subscribers with an expired contract or with six (6) months or less remaining are also eligible for this promotion.
- Unless otherwise specified, BellSouth will not combine this promotion with any other promotion, 9. program, or Contract Service Arrangement offered by BellSouth, except for BellSouth Key Customer, BellSouth Simple Savings, or BellSouth Welcoming Rewards.
- This promotion is only available to subscribers where BellSouth service and facilities are 10. available.
- Applicable taxes and fees will be based on the full retail price of all products and services. No 11. taxes or fees will be added to the amount of any reward under this program.
- There is a limit of one reward on the same account, at the same address, and in the same name. 12.
- Existing contracts may not be re-negotiated in order to receive this promotion unless contract is 13. within six months of expiration.
- BellSouth may modify or terminate this promotion at any time. Notice of any modifications to 14. participants will be included in standard promotion communications, including but not limited to letters, emails, or faxes.
- 15. In the event the subscriber terminates the term election agreement, the subscriber must pay to BellSouth a charge for the number of months remaining on such agreed upon term. This termination charge will appear on the subscriber's final bill as a charge in she with could solve the subscriber's final bill as a charge in she with could solve the subscriber's final bill as a charge in she with could solve the subscriber's final bill as a charge in she with could solve the subscriber's final bill as a charge in she with could solve the subscriber's final bill as a charge in she with could solve the subscriber's final bill as a charge in she with could solve the subscriber's final bill as a charge in she with could solve the subscriber's final bill as a charge in she with could solve the subscriber's final bill as a charge in she with could solve the subscriber's final bill as a charge in she with could solve the subscriber's final bill as a charge in she with could solve the subscriber's final bill as a charge in she with could solve the subscriber's final bill as a charge in she with could solve the subscriber's final bill as a charge in she with could solve the subscriber's final bill as a charge in she with could solve the subscriber's final bill as a charge in she with could solve the subscriber's final bill as a charge in she with could solve the subscriber's solve the subsc Credit section. Payment of the termination charge does not release the Store the section other previous amounts owed to BellSouth. In addition, the subscriber shall reimburse all rewards received under this promotion.

MAY 1 4 2004



Elizabeth O'Donnell May 13, 2004 Page 3 of 3

An estimate of the revenue and cost effect expected from this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information. If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

PUBLIC SERVICE COMMISSION OF KENTUCK Y EFFECTIVE

MAY 1 4 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) BY EXECUTIVE DIRECTOR

Attachment Page 1 of 1 <u>EDITED</u>

Revenue and Cost Summary

Revenue (Annual)

Recurring Total

Cost

Recurring Non-Recurring Total

Contribution

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

MAY 1 4 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR

T65-0602



BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203

Tony.Taylor@bellsouth.com

502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

April 29, 2004



Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 65-0259

Dear Mr. Dorman:

The Commission accepted this promotion, the "Savings Bundles Term Plan", via a letter dated April 15, 2004. During the promotional period of April 1, 2004 through June 30, 2004, residence customers will be offered two options:

- 1. The Unlimited Savings Bundle includes BellSouth ® Complete Choice ® service and the BellSouth Long Distance Unlimited Plan. Customers choosing this plan will receive a \$5 per month discount by committing to a 12-month term agreement.
- 2. Nickel Value Savings Bundle includes BellSouth & Complete Choice & service and the BellSouth Long Distance Nickel Value Plan. Customers choosing this plan will receive a \$3.95 per month discount by committing to a 12-month term agreement.

One of the provisions of the filed promotion read as follows:

"6. Existing customers who have been BellSouth customers for less than 28 months and have not purchased another bundle will be eligible for these term plan bundles. New and moving customers will also be eligible for the Unlimited savings bundle."

We have now decided to eliminate the 28 month limitation and extend the eligibility for the Nickel Value Savings Bundle to new and moving customers. We would also like to extend the end date of the promotion from June 30, 2004 to December 31, 2004. These changes which we request to be effective on May 29, 2004, have no effect on the rate and cost analysis of the effective EFFECTIVE

MAY 2 9 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR Thomas M. Dorman April 29, 2004 Page 2 of 2

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If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

MAY 2 9 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) BY

EXECUTIVE DIRECTOR

T65-0645

BELLSOUTH

Regulatory & External Affairs

Tony Taylor

Director

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203

Thomas M. Dorman Executive Director

211 Sower Boulevard

Kentucky Public Service Commission

Frankfort, Kentucky 40602-0615

502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

April 9, 2004

APR 9 2004

Re: 65-0280

P.O. Box 615

Dear Mr. Dorman:

On March 1, 2004, and again on March 26, 2004, we notified you of a promotion called the "BellSouth Answers (TM/SM) Cash Back Promotion" that we wanted to extend from the current scheduled end date of March 31, 2004 until June 30, 2004. The list of specific provisions for the promotion that were filed on March 26th, included the following in the first three paragraphs:

- "1. Residence customers ordering new units of the following services will receive a coupon redeemable for \$25 cash back: any of the Complete Choice plans or PreferredPack services.
- 2. Existing BellSouth customers must upgrade from basic local service to a plan in the Complete Choice family or the PreferredPack plan to receive cash back for the regulated service.
- 3. New or existing customers subscribing to a local access family service and two BellSouth features or Complete Choice or BellSouth PreferredPack are eligible to receive a BellSouth-funded coupon redeemable for \$25 when purchasing a Cingular[®] Wireless service plans over \$39.99."

We would now like to revise these eligibility conditions to read that any new or existing customer who orders any of the Complete Choice[®] plans or the PreferredPackSM plan, and who also orders one of the following unregulated services – BellSouth[®] Long Distance Unlimited Plans, BellSouth[®] FastAccess[®] Service, BellSouth[®] Internet service, or Cingular[®] Wireless service plans over \$39.99 – will receive a BellSouth-funded coupon redeemable for **\$2,000 SERVER CONTRUCKY** service. Any customer who orders Cingular Wireless service in combination with the preference of the plane service.

MAY 1 0 2004 All BellSouth marks contained herein are owned by BellSouth Intellectual Property Corporation. PURSUANT TO 807 KAR 5:011 SECTION 9 (1) BY FXECUTIVE DIRECTOR Thomas M. Dorman April 9, 2004 Page 2 of 2

Complete Choice plan or the PreferredPack plan will receive another BellSouth-funded coupon redeemable for \$25 on the wireless service. A customer who subscribes to a local access family service and two BellSouth features will no longer be eligible for any of the cash back offers included in this promotion.

This proposed change is to be effective on May 10, 2004. The modification does not change the revenue analysis filed on March 26, 2004.

We apologize for any inconvenience this modification may cause the Commission or staff. If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

MAY 1 0 2004

PURSUANT TO 807 KAR 5:011 SECTION 9(1) EXECUTIVE DIRECTOR

765-0388

RECEIVED

APR 3 0 2004



BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615 Tony Taylor Director Regulatory & External Affairs

April 29, 2004

RECEIVED

APR 3 0 2004

PUBLIC SERVICE COMMISSION

Re: 65-0388 and 64-1047

Dear Mr. Dorman:

On March 22, 2004, we notified you of a promotion called the Unlimited Reacquisition Discount Bundle that we intended to begin offering on May 1, 2004. The Commission assigned Case No. 65-0388 to this promotion proposal. The information provided in the March 22nd notice was in error. The correct information is that we are modifying a promotion that is already in effect (please see Case No. 64-1047) and is now scheduled to conclude on October 25, 2004.

The changes in the rates, terms, and conditions of the promotion involve only unregulated elements of the promotion. The only proposed change that affects regulated elements is our request to extend the end date from October 25, 2004 until October 31, 2004. This proposal will have no effect on the revenue analysis filed in Case No. 64-1047.

We apologize for the confusion caused by the content of the advance notice filed with the Commission on March 22nd. If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours, PUBLIC SERVICE COMMISSION OF KENTUCKY FECTIVE MAY 0 1 2004 avlo PURSUANT TO 807 KAR 5:011 SECTION 9 (1) 5 1 Du IVE DIRECTOR

All BellSouth marks contained herein are owned by BellSouth Intellectual Property Corporation.

T65-0398

Regulatory & External Affairs

BeliSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

April 20, 2004

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615 RECEIVED

Tony Taylor

Director

APR 2 0 2004

PUBLIC SERVICE COMMISSION

Re: 65-0398

Dear Mr. Dorman:

On March 23, 2004, we notified you of a new promotion called the "BellSouth ® eStore Target ® Card Offer" that we intend to offer to residence customers. During the promotional period of May 1, 2004 through August 31, 2004, specific existing customers will be targeted to receive a free Target Gift Card for transferring their service through the BellSouth eStore at www.bellsouth.com.

Specific provisions and limitations concerning this promotion are as follows:

- 1. This promotion is available in all nine states served by BellSouth.
- 2. The offer will be targeted at customers identified as potential movers.
- 3. Customers will be contacted via a variety of media, e.g. advertising, to use the BellSouth eStore to place a T order.
- 5. This promotion is not available for resale.
- 6. Within 4-6 weeks after the online order has completed, a redemption e-mail, which includes a mail-in coupon for a free \$30 Target® Gift Card will be distributed to the customer's e-mail address that was submitted with the online order.
- 7. Orders for service must be placed via the BellSouth eStore at <u>www.bellsouth.com</u>.
- 8. Orders for service must be for the transfer of existing service to a new address.
- 9. Orders for service must be placed on or before August 31, 2004, and completed by September 24, 2004 to be eligible.

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

All BellSouth marks contained herein are owned by BellSouth Intellectual Property Corporation

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) Thanas U. Dorn. EXECUTIVE DIRECTOR

Thomas M. Dorman April 20, 2004 Page 2 of 2

- 10. Coupon postmark deadline is 90 calendar days from the order completion date to be eligible.
- 11. There is a limit of one Target® Gift Card per BellSouth customer account.
- 12. Orders submitted at BellSouth.com that are cancelled before being implemented are not eligible for this offer.
- 13. Orders submitted at BellSouth.com but completed offline (i.e. calling and completing order with a representative), are not eligible for this offer.
- 14. Orders submitted and completed online from a URL other than BellSouth.com are not eligible for this offer.
- 15. BellSouth is not responsible for any mis-delivery or non-delivery of redemption e-mails due to errors in, or subsequent changes to, e-mail addresses provided by customers.
- 16. This promotion is only available to customers where BellSouth service and facilities are available.
- 17. BellSouth may modify or terminate this promotion at any time. Notice of modification to participants will be included in standard promotion communications, including but not limited to letters, emails, or faxes.
- 18. BellSouth employees are not eligible for this promotion.

An estimate of the revenue and cost effect of this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours Tony Taylor

PUBLIC SERVICE COMMISSION OF KENTUCKY

MAY 0 1 2004

PURSUANT TO SOT KAR 5:011 SECTION 9 (1) Chanco le Mon

Attachment Page 1 of 1 <u>EDITED</u>

Revenue and Cost Summary

Revenue

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Recurring

Total

Cost

Recurring Benefit

•

Total

Contribution

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

MAY 0 1 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR BY_

765-0397

Tony Taylor Director **Regulatory & External Affairs**

April 20, 2004

Thomas M. Dorman **Executive Director** Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

RECEIVED PUBLIC SERVICE COMMISSION

Re: 65-0397

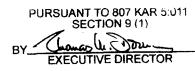
Dear Mr. Dorman:

On March 23, 2004, we notified you of a new promotion called the "BellSouth & MDU/SFD (Multiple Dwelling Units/Single family Dwelling) Target Card Offer" that we intend to offer to residence customers. During the promotional period of May 1, 2004 through October 27, 2004, specific customers will be targeted to receive a free Target Gift Card for placing an order for BellSouth service via an online channel.

Specific provisions and conditions of this promotion are as follows:

- 1. This promotion is available in all nine states served by BellSouth.
- 2. Both regulated and non-regulated services are eligible.
- 3. This promotion is not available for resale.
- 4. This promotion will be targeted at customers who lease apartment or condominium units from contracted MDU's (multiple dwelling units) and customers who purchase Single Family Dwellings from contracted SFDs (Single Family Dwelling).
- Customers will receive collateral (e.g. direct mail) with instructions to place their order via 5. an online tool.
- 6. Customers who plan an N or T order via the online tool will be given a free Target® Gift Card valued at \$25.
- 7. Orders for service must be placed via the online ordering tool listed on collateral; orders placed via the BellSouth eStore or other sales channel or medium are not eligible for the Target® Gift Card. OF KENTUCKY EFFECTIVE

All BellSouth marks contained herein are owned by BellSouth Intellectual Property Corporation MAY 0 1 2004



Louisville, KY 40203 Tony.Taylor@bellsouth.com

4th Floor

502-582-2164 BellSouth Telecommunications, Inc. FAX 502-582-8667 601 W. Chestnut Street

Thomas M. Dorman April 20, 2004 Page 2 of 2

- 8. Orders for service must be placed on or by October 27, 2004.
- 9. This offer is limited to one eligible line per customer.
- 10. This promotion is only available to customers where BellSouth offers service and where facilities are available.
- 11. BellSouth may modify or terminate this promotion at any time. Notice of modifications to participants will be included in standard promotion communications, including but not limited to letters, emails, or faxes.
- 12. BellSouth employees are not eligible for this promotion.

An estimate of the revenue and cost effect of this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

PUBLIC SERVICE COMMISSION F KENTUCKY

MAY 0 1 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) hanas & Dore EXECUTIVE DIRECTOR

Attachment Page 1 of 1 <u>EDITED</u>

Revenue and Cost Summary

Revenue

Recurring

Total

Cost

Recurring Benefit

Total

Contribution

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

MAY 0 1 2004

PURSUANT TO 807 KAR 5:011 EXECUTIVE DIRECTOR BY

T65-0396

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

Director Regulatory & External Affairs

Tony Taylor

April 20, 2004



Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 65-0396

Dear Mr. Dorman:

On March 23, 2004, we notified you of a new promotion called the "BellSouth ® Mover's Offer" that we intend to offer to residence customers. During the promotional period of May 5, 2004 through July 31, 2004, residence customers who have been targeted as having a high propensity to move will receive a \$25 Target ® Gift Card when they order a new service or transfer their existing service with BellSouth via a toll-free number.

Specific provisions and limitations associated with this promotion are as follows:

- 1. This promotion is available in all nine states served by BellSouth.
- Targeted customers may receive direct mail or bill insert with instructions to implement their new or disconnect order via an 800 number and return a coupon to receive a free \$25 Target® Gift Card.
- 3. Participating customers must place their orders by calling the designated 800 number.
- 4. Customers must place a valid BellSouth phone number on their redeemed coupon in order to receive \$25 Target® Gift Card.
- 5. Targeted out of region customers must purchase BST service within the BST region to receive the gift card.
- 6. This promotion is only available to customers where BellSouth offers service and where facilities are available.
- 7. BellSouth may modify or terminate this promotion at any time. Notice of modification to participants will be included in standard promotion communications strategies of KENTUCKY limited to letters, emails, or faxes.

All BellSouth marks contained herein are owned by BellSouth Intellectual Property 004 rporation

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) anao (Down

Thomas M. Dorman April 20, 2004 Page 2 of 2

8. BellSouth employees are not eligible for this promotion.

An estimate of the revenue and cost effect of this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

MAY 9 5 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR BY

Attachment Page 1 of 1 <u>EDITED</u>

Revenue and Cost Summary

Revenue

Recurring

Total

Cost

Recurring Benefit

Total

Contribution

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

MAY 6-5 2004

PURSUANT TO 807 KAR 5:011 EXECUTIVE DIRECTOR B

T64-0447

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

Tony Taylor Director Regulatory & External Affairs

March 26, 2004

RECEIVED MAR 2 6 2004 PUBLIC SERVICE COMMISSION

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Dear Mr. Dorman:

2004-00132

By letter dated December 12, 2003, the Commission staff accepted our proposed BellSouth Wireless Answers (SM) Bundle promotion (please see 64-1198). That promotion was to have ended on April 16, 2004. We now request that the end date of this promotion be extended until April 16, 2005.

The rate and cost analysis filed in 64-1198 remains unchanged. Due to an oversight, this proposed extension was not filed in time to give the Commission the amount of time that it and staff normally have to review a proposed promotion. We apologize for any inconvenience that this expedited request may cause the Commission and staff.

Please see the enclosed motion for expedited approval that will allow us to continue this promotion uninterrupted. If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

Tony Taylor

PUBLIC SERVICE COMMISSION OF KENTUCKY All BellSouth marks contained herein are owned by BellSouth Intellectual Property Corporation

APR 1 6 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) TIVE DIRECTOR

T65-0323

Regulatory & External Affairs

Tony Taylor

Director

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615 April 2, 2004



Re: 65-0323

Dear Mr. Dorman:

On March 9, 2004, we notified you of a new promotion called the "BellSouth & Wireless Fast Forward Bundle Promotion" that we intend to offer to business customers. During the promotional period of April 8, 2004 through June 29, 2004, BellSouth & Complete Choice & for Business subscribers will receive a free wireless CPE accessory when they purchase Cingular Service, commit to a 12 for 24-month Cingular term plan, and agree to combine bill their BellSouth & Complete Choice & for Business and their Cingular wireless service.

Specific provisions and conditions of this promotion are as follows:

- 1. New or existing BellSouth [®] Complete Choice [®] for Business subscribers who purchase a Cingular Wireless 12 or 24 month term plan receive the Fast Forward CPE Accessory at no cost.
- 2. This Fast Forward CPE Accessory will be shipped with select phones purchased via the Cingular Wireless plan. BellSouth will fund a portion of the cost of the Fast Forward CPE Accessory for customers participating in this promotion.
- 3. Customers will also be entitled to other Cingular promotions available for wireless purchase including a waived activation fee. BellSouth will also fund a portion of the Cingular activation fee waiver for customers participating in this promotion. OF KENTUCKY
- 4. To activate the Fast Forward feature, a subscriber must also subscribe **CENT** Fast Forward (Unlimited Call Forwarding) service provisioned by Cingular at \$2.99 monthly. Cingular is presently waiving this charge for combined bill customers.

Thomas M. Dorman April 2, 2004 Page 2 of 2

- 5. In order to be eligible for this promotion, BellSouth customers must have or subscribe to BellSouth ® Complete Choice ® for Business through a BellSouth business office.
- 6. This promotion is only available to customers where BellSouth offers service and where facilities are available.
- 7. This promotion is available to new and existing BellSouth ® Complete Choice ® for Business subscribers who meet all the eligibility requirements.
- 8. BellSouth may modify or terminate this promotion at any time. Notice of such changes to participants will be included in standard promotion communications, including but not limited to letters, emails, or faxes.

An estimate of the revenue and cost effect of this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

Typton for

Tony Taylor

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

APR 0 8 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR

Attachment Page 1 of 1 EDITED

Revenue Analysis (Per Customer)

Revenue Cost

Net

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PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

APR 0 8 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) Change Le Dorn-EXECUTIVE DIRECTOR BY.

T65-0280



BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

March 26, 2004

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615 RECEIVED

MAR 2 6 2004

PUBLIC SERVICE COMMISSION

Re: 65-0280

Dear Mr. Dorman:

On March 1, 2004, we notified you of a promotion called the "BellSouth Answers (TM/SM) Cash Back Promotion" that we would like to extend from the current scheduled end date of March 31, 2004 until June 30, 2004.

Specific provisions and conditions of the promotion are as follows:

- 1. Residence customers ordering new units of the following services will receive a coupon redeemable for \$25 cash back: any of the Complete Choice plans or PreferredPack services.
- 2. Existing BellSouth customers must upgrade from basic local service to a plan in the Complete Choice family or the PreferredPack plan to receive cash back for the regulated service.
- 3. New or existing customers subscribing to a local access family service and two BellSouth features or Complete Choice or BellSouth PreferredPack are eligible to receive a BellSouth-funded coupon redeemable for \$25 when purchasing a Cingular[®] Wireless service plans over \$39.99.
- 4. Customers that downgrade from Complete Choice to the Preferred Pack plan will not be eligible for cash back for the regulated service.
- 5. Customers upgrading from Area Plus service to Area Plus with Complete Choice service are not eligible for cash back for the regulated service. PUBLIC SERVICE COMMISSION
- 6. Customers that transfer qualifying Complete Choice service from one at the state of the service from one at the service.

All BellSouth marks contained herein are owned by BellSouth Intellectual Property Corporation. PURSUANT TO 807 KAR 5:011

SECTION 9 (1) Lanas U. Dor EXECUTIVE DIRECTOR

Tony.Taylor@bellsouth.com

Thomas M. Dorman March 26, 2004 Page 2 of 2

- 7. Customers that transfer qualifying Preferred Pack service from one address to another address are not eligible for cash back for the regulated service.
- 8. Customers that transfer qualifying Cingular[®] Wireless service from one address to another address are not eligible for the cash back offer.
- 9. Customers that disconnect or deactivate their Cingular[®] Wireless service during the promotional period and then connect or reactivate are not eligible for the promotion.
- 10. A customer must place the order for promotion eligible product(s) or service(s) between 04/01/04 and 06/30/04.
- 11. Orders must be completed by 7/31/04.
- 12. Existing wireless customers with combined billing who change their existing wireless plan within the promotion period are not eligible for cash back.
- 13. Customer order must be completed and/or billing begun prior to coupon redemption.
- 14. The customer must be a current subscriber to the promotion eligible BellSouth service at the time of coupon redemption.
- 15. The customer must fill out and mail the coupon(s) to the specified address by the specified date to redeem.
- 16. Only customers who correctly redeem the coupon by the postmark deadline date will be eligible to receive a check.
- 17. New subscribers to Complete Choice services and PreferredPack plans are only eligible for this offer if they have not previously received the Complete Choice or Preferred Pack \$25 Cash Back offer during the promotion period (4/1/04 to 6/30/04).
- 18. Offer valid for only one (1) service line per account at the intended local service address.
- 19. Customers may only redeem one (1) coupon per regulated product purchased within the promotion period per customer account.
- 20. BellSouth may discontinue this promotion at any time without customer notice.

An analysis of the rates and costs associated with this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours, JUBLIC SÉRVIÓ MAR 3 1 2004 PURSUANT TO 807 KAR 5:011

SECTION 9 (1)

Attachment Page 1 of 1 EDITED

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Rate and Cost Summary

\$25 Answers Cashback for Existing Upgrades and Reacquisitions

	Recurring Recurrin	Recurring		Non-	-uoN	-non-	Non-	Non-	
Product	Devenue		Margin \$	Recurring	Recurring	Recurring	Margin S Recurring Recurring Recurring Recurring	Recurring	2
	INCVEHUC	CUSI		Revenue	Waiver	Cost	Discounts	Discounts Gain/(Loss)	(mos.)
New BPP	\$ 36.45			\$ 42.00	\$				
BPP	\$ 37.91			\$ 42.00	، ج				
cc	\$ 40.00			\$ 42.00	•				
CC - 2 Line	\$ 63.45			\$ 57.00	ı ج				
CC - 3 Line	\$ 90.45			\$ 72.00	S				
AP w/ CC	\$ 56.00			\$ 42.00	י ج				
AP w/ CC - 2 Line	\$ 86.45			\$ 57.00	۱ ج				
AP w/ CC - 3 Line	\$ 123.45			\$ 72.00	۲ ۲			· .	

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFÉGTIVE

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MAR 3 1 2004

PURBLIANT TO 807 KAR 5:011 SECTION 9 (1) Unango U. ODru-EXEGUTIVE DIRECTOR BY____

T65-0260

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203

502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

Tony Taylor Director Regulatory & External Affairs



MAR 2 6 2004

March 26, 2004

PUBLIC SERVICE COMMISSION

Thomas M. Dorman **Executive Director** Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 65-0260

Dear Mr. Dorman:

On February 26, 2004, we notified you of a promotion called the "BellSouth & Integrated Solutions with the BellSouth & Managed Network VPN Service Option Promotion" that we intend to offer to business customers. During the promotional period of April 1, 2004 through June 30, 2004, business customers will be offered two options that package a variety of voice, data, and networking options and a range of communications choices provisioned over a single T-1 facility or BellSouth ® Primary Rate ISDN line.

Specific provisions and conditions of this promotion are as follows:

- 1. Package Option 1. BellSouth® Integrated Solutions Package Option 1 includes:
 - a. Analog, Digital Voice channels or Primary Rate ISDN Voice channels (PRI is available for an additional \$120 per month) (6-22 voice channels)
 - b. Dedicated Internet Access (128K-768K)
 - c. Shared Web Hosting (200 MB space and 30 email boxes)
 - d. 1FB for out-of-band monitoring
 - e. Customer Premises Equipment (CPE)
 - f. CPE Maintenance Package
 - g. Local Loop up to four (4) miles (for BellSouth® Integrated Solutions-T1)
- 2. <u>Package Option 2</u>. BellSouth® Integrated Solutions Package Option 2 includes: PUBLIC SERVICE COMMISSION a. Analog, Digital Voice channels or Primary Rate ISDN Voice channels EPRICS available for an additional \$120 per month) (6-22 voice channels)

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PURSUANT TO 807 KAR 5:011 SECTION 9 (1)

Thomas M. Dorman March 26, 2004 Page 2 of 5

- b. BellSouth® Managed Network VPN service (128K-768K)
- c. 1FB for out-of-band monitoring
- d. Customer Premises Equipment (CPE)
- e. CPE Maintenance Package
- f. Local Loop up to four (4) miles (for BellSouth® Integrated Solutions-T1)
- 3. This promotion is available to new BellSouth® Integrated Solutions business customers who meet all the eligibility requirements outlined in this promotion description (Subscribers).
- 4. Subscribers must sign a term agreement between April 1, 2004 and June 30, 2004 in order to participate in this promotion.
- 5. Package Option 1 Rates.
 - a. Subscribers who purchase BellSouth® Integrated Solutions-T1 by signing a twenty-four (24) month agreement will receive the base or minimum package rate starting at six hundred sixty-four dollars (\$664) and a waiver of installation charges (as defined in Section A4 of BellSouth's Tariff.
 - b. Subscribers who purchase BellSouth® Integrated Solutions-T1 by signing a thirty-six (36) month or greater agreement will receive the base or minimum package rate of five hundred thirty-nine dollars (\$539) and a waiver of installation charges (as defined in Section A4 of BellSouth's Tariff).
 - c. Subscribers may purchase BellSouth® Integrated Solutions–PRI under the above terms for an additional one hundred twenty dollars (\$120.00) per month.
- 6. Package Option 2 Rates.
 - a. Subscribers who purchase BellSouth® Integrated Solutions-T1 by signing a twenty-four (24) month agreement will receive the base or minimum package rate starting at seven hundred seventy-four dollars (\$774) and a waiver of installation charges (as defined in Section A4 of BellSouth's Tariff).
 - b. Subscribers who purchase BellSouth® Integrated Solutions-T1 by signing a thirty-six (36) month or greater agreement will receive the base or minimum package rate starting atosix hundred forty-nine dollars (\$649) and a waiver of installation charges faced field in Section A4 of BellSouth's Tariff).

APR 0 1 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR

Thomas M. Dorman March 26, 2004 Page 3 of 5

- c. Subscribers may purchase BellSouth® Integrated Solutions–PRI under the above terms for an additional one hundred twenty dollars (\$120.00) per month.
- 7. Additional components below may be added by the Subscriber to their standard package at an additional charge:
 - a. Additional voice channels (available in 64 Kbps channel increments)
 - b. Additional data channels (available in 2-channel increments)
 - c. For BellSouth® Integrated Solutions-T1 option only: Call forwarding Business Line, Call Forwarding Don't Answer, Call Transfer, Call Waiting, Hunting, Three-Way Calling, 30 Code Speed Calling, Call Forwarding Variable, Remote Activation of Call Forwarding, Caller ID Name and Number Deliver, (with Anonymous Call Rejection), Repeat Dialing (*66), Call Return (*69), Message Waiting Indication-Stutter Dial Tone, and Message Waiting Indication-Audio/Visual.
 - d. Direct Inward Dialing.
 - e. Nonrecurring and recurring charges will apply for these additional add-on components.
- 8. Unless otherwise specified, BellSouth will not combine this promotion with any other promotion, program or Contract Service Arrangement offered by BellSouth.
- 9. Subscribers who have this BellSouth® Integrated Solutions promotion may not participate in the Key customer program, BellSouth® Simple Savings, BellSouth® Business Winning Rewards, BellSouth Premium Rewards program, BellSouth® Welcoming Rewards, or Volume and Term contracts.
- 10. BellSouth® Bandwidth Advantage subscribers are eligible for this promotion.
- 11. All term election agreements must be signed by June 30, 2004.
- 12. When a tariffed service purchased under a term contract is disconnected prior to the expiration date as a result of a Subscriber's purchase of BellSouth® Integrated Solutions, termination liability charges for the existing service will not apply when:
 - a. The contract period of the new BellSouth® Integrated Solutions service equals or is greater than the remaining term of the Subscriber's existing contract Service COMMISSION
 b. The rates paid by the Subscriber for BellSouth® Integrated Solutions service equal to
 - b. The rates paid by the Subscriber for BellSouth® Integrated Solutions service equal t or greater than the rates paid by the Subscriber for its existing service, and

APR 0 1 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR

Thomas M. Dorman March 26, 2004 Page 4 of 5

- c. The service orders to install the new BellSouth® Integrated Solutions service and disconnect the Subscriber's existing service are related together and there is no lapse in service between disconnection of the existing service and installation of the new service, and
- d. BellSouth® Integrated Solutions service is purchased for the same Subscriber location.
- 13. Moves to an existing account (inside or outside) will incur an additional nonrecurring charge of two thousand dollars (\$2,000).
- 14. Voice additions/changes will incur a one hundred-dollar (\$100) per order nonrecurring charge.
- 15. Data additions/changes will incur a five hundred-dollar (\$500) per order nonrecurring charge.
- 16. Any additions or changes that require CPE change will incur a one thousand-dollar (\$1,000) nonrecurring charge.
- 17. Voice features additions/changes will incur a twenty-dollar (\$20) per order nonrecurring charge.
- 18. This promotion is only available to subscribers where BellSouth offers service and where facilities are available.
- 19. Existing contracts may not be renegotiated in order to receive this promotion unless otherwise specified.
- 20. BellSouth may modify or terminate this promotion at any time following any required Commission notice, if applicable. Notice of such changes to participants will be included in standard promotion communications, including but not limited to letters centisery faxes.
- 21. In the event the subscriber terminates the term election agreement, the subscriber must pay to BellSouth a charge for the number of months remaining on such agreed upon term.⁴ This termination charge will appear on the subscriber's final bill as a charge in the Other Charges & Credit section. Payment of the termination charge does not release the Stubscriber from other previous amounts owed to BellSouth.

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Thomas M. Dorman March 26, 2004 Page 5 of 5

An estimate of the revenue and cost associated with this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours, Vone M/ Tony Taylor

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

APR 0 1 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR BY.

Attachment Page 1 of 1 <u>EDITED</u>

Revenue and Cost Summary (Regulated, Per Customer)

		Revenue	Cost	Net
T-1 O <u>r</u>	ption:			
	24 Months			
	36 Months			
PRI O	ption:			
	24 Months			
	36 Months			

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

APR 0 1 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) Change (1. Dou_____ BY.

T65-0259

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

Tony Taylor Director Regulatory & External Affairs

RECEIVED

March 26, 2004

PUBLIC SERVICE

MAR 2 6 2004

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 65-0259

Dear Mr. Dorman:

On February 26, 2004, we notified you of a promotion called the "Savings Bundles Term Plan" that we intend to offer to residence customers. During the promotional period of April 1, 2004 through June 30, 2004, residence customers will be offered two options:

- 1. The Unlimited Savings Bundle includes BellSouth
 Complete Choice
 service and the BellSouth Long Distance Unlimited Plan. Customers choosing this plan will receive a \$5 per month discount by committing to a 12-month term agreement.
- 2. Nickel Value Savings Bundle includes BellSouth & Complete Choice & service and the BellSouth Long Distance Nickel Value Plan. Customers choosing this plan will receive a \$3.95 per month discount by committing to a 12-month term agreement.

Specific provisions and conditions of this promotion are as follows:

- 1. During the 12-month commitment, if a customer disconnects for any reason or is disconnected by BellSouth for nonpayment, the discount will be discontinued and a \$50 early termination charge will be assessed.
- 2. Customers who disconnect within the first 30 days of their completed service order date will not be assessed the early termination charge.
- 3. Customers who transfer service to another location during the 12-month commitment will SION Continue on the plan.

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PURSUANT TO 807 KAR 5:011 SECTION 9 (1) 4. Bon -IVE DIRECTOR

Thomas M. Dorman March 26, 2004 Page 2 of 2

- 4. During the 12-month commitment, if the customer makes any changes to the components of the bundle, other than switching to other qualifying services, the bundle will be broken and the discount will be discontinued.
- 5. At the end of the 12-month commitment, the customer will be returned to regular pricing for the components of the plan.
- 6. Existing customers who have been BellSouth customers for less than 28 months and have not purchased another bundle will be eligible for these term plan bundles. New and moving customers will also be eligible for the Unlimited savings bundle.
- 7. The benefits of this promotion can be extended to BellSouth customers who call into a BellSouth residential business office and request this specific offer.

A rate and cost summary for this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours. (Enu)

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

APR 0 1 2004

PURSUANT TO 807 KAR 5:011 _____SECTION 9 (1) EXECUTIVE DIRECTOR

Rate and Cost Summary

Attachment <u>EDITED</u>

UNLIMITED SAVINGS BUNDLE

.

Product	Recurring Revenue	Recurring Cost	Margin \$	Recurring Discount	Discounted Margin	Non- Recurring Revenue	Non- Recurring Waiver		Non- kecurring Cost	Non- Recurring Discounts	Non-Recurring Gain/(Loss)	Breakeven (mos.)
cc	\$ 40.00			\$ (5.00)		- -		∽		\$, S	
CC - 2 Line	\$ 63.45			\$ (5.00)		, S	ج	\$	ı	, \$, S	
CC - 3 Line	\$ 90.45			\$ (5.00)		' \$	' 'S	\$	'	' \$	•	

UNLIMITED SAVINGS BUNDLE COMBINED WITH OTHER AVAILABLE PROMOTIONS

	Recurring	Recurring Recurring		Becurring	Disconated	-uoN	┣	-uon-	-uoN	-uoN	Non Damin	
Product	Revenue	Cost	Margin \$	Discount		Recurring	Å.	eurring	Recurring Recurring Recurring	Recurring	Coin/d and Category	DICAKCVCII
				Discount.	11141 But	Revenue		Waiver	Cost	Discounts	Calliv(Luss)	(1108.)
cc	\$ 40.00			\$ (5.00)		\$ 42.00	\$ (42.00 \$ (42.00)				
CC - 2 Line	\$ 63.45			\$ (5.00)		\$ 57.00	57.00 \$	(57.00)				
CC - 3 Line	\$ 90.45			\$ (5.00)		\$ 72.00	\$	72.00 \$ (72.00)				
			-		-		•					_

NICKLE VALUE SAVINGS BUNDLE

	Recurring	Recurring Recurring		Recurring	Discounted	-uoN	-uoN	Non-	-uoN	Non Damin	
Product	Revenue	Cost	Margin \$	Discount	Margin	Recurring	2	lecurring	Recurring	Recurring Gain/(Loss) (mos.)	Dreakeven (mos.)
					D	Revenue	Waiver	Cost	Discounts		
cc	\$ 40.00			\$ (3.95)		، s	، ج	•	، ج	, \$	
CC - 2 Line	\$ 63.45			\$ (3.95)		' S	' ج	، ج	\$, \$	
CC - 3 Line	\$ 90.45			\$ (3.95)		ج	، ج	' ج	- -	, S	
AP w/ CC	\$ 56.00			\$ (3.95)		•	ح	' ج	, \$	' ج	
AP w/ CC - 2 Line	\$ 86.45			\$ (3.95)		\$	' \$, 3	\$, S	
AP w/ CC - 3 Line	\$ 123.45			\$ (3.95)		s	' \$, S	ج	ج	

NICKLE VALUE SAVINGS BUNDUE COMBINED WITH OTHER AVAILABLE PROMOTIC

Discount Margin Accurring Revenue Accurring Waiver Accurring Cost Accurring Discounts \$ (3.95) \$ 42.00 \$ (42.00) \$ (57.00) \$ (3.95) \$ 57.00 \$ (72.00) \$ (72.00) \$ (3.95) \$ 42.00 \$ (72.00) \$ (72.00) \$ (3.95) \$ 57.00 \$ (72.00) \$ (72.00) \$ (3.95) \$ 57.00 \$ (72.00) \$ (72.00) \$ (3.95) \$ 57.00 \$ (72.00) \$ (72.00) \$ (3.95) \$ 57.00 \$ (72.00) \$ (72.00)	Co Co Co Co Co Co	Recurring	Recurring	Marain S	Recurring	_	Non-		Non-	Non-	-uoN	_	Breakeven
Open term 40.00 5 (3.95) 5 42.00 5 Total Filt 5 (3.95) 5 7.00 5 57.00 5 Total Filt 5 (3.95) 5 7.00 5 77.00 5 Total Filt 90.45 5 (3.95) 5 72.00 5 Total Filt 56.00 5 (3.95) 5 72.00 5 Total Filt 56.00 5 (3.95) 5 5 72.00 5 Solution 5 (3.95) 5 5 72.00 5 Solution 5 (3.95) 5 5 72.00 5	231	Revenue		9	Discount	Margin	Revenue		Waiver	Cost	Discounts		(mos.)
11 12 13 13 13 13 13 13 100 5 57.00 5 100	P IAN CC	40.00			\$ (3.95)		\$ 42.0	30 \$	(42.00)				
(1) (2) (3) <td>Cch z Line</td> <td>63.45</td> <td></td> <td></td> <td>\$ (3.95)</td> <td></td> <td>\$ 57.0</td> <td>30 \$</td> <td>(57.00)</td> <td></td> <td></td> <td></td> <td></td>	Cch z Line	63.45			\$ (3.95)		\$ 57.0	30 \$	(57.00)				
1 56.00 5 (3.95) 5 42.00 5 m 5 (3.95) 5 57.00 5 57.00 5 m 5 (3.95) 5 57.00 5 57.00 5 s 123.45 5 (3.95) 5 72.00 5	QG Stine 31	90.45			\$ (3.95)		\$ 72.(<u>0</u>					
m 86.45 \$ (3.95) \$ 57.00 \$ Set 123.45 \$ (3.95) \$ 72.00 \$	APARCC 3	56.00			\$ (3.95)		\$ 42.()0 S					
s 123.45 s (3.95) s 72.00 s	APANECC - Bline m	86.45			\$ (3.95)		\$ 57.0	0 \$					
	AP wACC - FLine	S 123.45			\$ (3.95)		\$ 72.(0 \$	(12.00)				

765-0244

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

Tony.Taylor@bellsouth.com

March 25, 2004

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615



Dear Mr. Dorman:

Re: 65-0244

On February 20, 2004, we notified you of a new promotion called the "BellSouth ® Additional Line Promotion" that we intend to offer to small business customers. During the promotional period of April 1, 2004 through December 31, 2004, existing small business customers who add additional lines to their accounts will receive a waiver of line connection charges and a one-time \$50 bonus bill reward.

Specific provisions and conditions of this promotion are as follows:

- 1. This promotion is available to existing business customers who meet all the eligibility requirements.
- 2. Subscribers must have or sign a term agreement between April 1, 2004 and December 31, 2004 in order to participate in this promotion. Following this promotion window, subscribers will not be allowed to enroll in this promotion or receive promotion rewards. This promotion is available for resale for the duration of this enrollment period.
- 3. Existing subscribers who have or sign a term agreement and purchase additional lines will receive a waiver of line connection charges (as defined in Section A4 of BellSouth's Tariff) for all lines added plus a one (1) time bonus of a fifty dollar (\$50) bill reward.
- Specific product/services/features included in this promotion are:
 a. Access Lines
- The bill reward will appear as a credit in the Other Charges Content Content Content of the Subscriber's bill in a subsequent billing period, usually within one (1)=F6=FW0=(2) billing cycles. The line connection charge will be waived.

APR 0 1 2004

All BellSouth marks contained herein are owned by BellSouth Intellectual Bronerty Corporation

SECTION 9 (1) anao (Dow

Thomas M. Dorman March 25, 2004 Page 2 of 2

- 6. Unless otherwise specified, BellSouth will not combine this promotion with any other promotion, program or Contract Service Arrangement offered by BellSouth.
- 7. This promotion is only available to customers where BellSouth offers service and where facilities are available.
- 8. Applicable taxes and fees will be based on the full retail price of all products and services. No taxes or fees will be added to the amount of any reward under this program.
- 9. There is a limit of one bill reward on the same account, at the same address, and in the same name.
- 10. Existing contracts may not be re-negotiated in order to receive this promotion unless otherwise specified.
- 11. BellSouth may modify or terminate this promotion at any time following any required Commission notice. Notice of such changes to participants will be included in standard promotion communications, including but not limited to letters, emails, or faxes.
- 12. In the event a subscriber terminates the term election agreement, the subscriber must pay to BellSouth a charge for the number of months remaining on such agreed upon term. This termination charge will appear on the subscriber's final bill as a charge in the Other Charges & Credit section. Payment of the termination charge does not release the subscriber from other previous amounts owed to BellSouth. In addition, the subscriber shall reimburse all rewards received under this promotion.

An analysis of the revenue and cost expected from this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

APR 0 1 2004

PURSUANT TO 807 KAR 5:011 SECTION 9(1) **XECUTIVE DIRECTOR**

Revenue and Cost Summary (Per Customer)

Complete Choice ® for Business:

Revenue:

Cost:

Contribution

Business Basic Exchange (1 FB, Rate Group 5):

Revenue:

Cost:

Contribution

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR B١

765-0242

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

Tony Taylor Director Regulatory & External Affairs

MAR 2 5 2004 PUBLIC SERVICE COMMISSION

March 25, 2004

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 65-0242

Dear Mr. Dorman:

On February 20, 2004, we notified you of a new promotion called the "New BellSouth ® Complete Choice ® for Business Promotion" that we intend to offer to small business customers. During the promotional period of April 1, 2004 through December 31, 2004, new small business customers who subscribe to BellSouth ® Complete Choice ® for Business service by signing a term agreement will receive a waiver of line connection charges.

Specific provisions and conditions of this promotion are as follows:

- 1. This promotion is available to new business customers who meet all the eligibility requirements.
- 2. Subscribers must sign a BellSouth® Complete Choice® for Business term agreement between April 1, 2004 and December 31, 2004, in order to participate in this promotion. Following this promotion window, subscribers will not be allowed to enroll in this promotion or receive promotion rewards. This promotion is available for resale for the duration of this enrollment period.
- 3. Subscribers who purchase BellSouth® Complete Choice® for Business service by signing a BellSouth® Complete Choice® for Business term agreement of any length will receive a waiver of line installation charges (as defined in Section A4 of BellSouth's Tariff) for all new lines.
- 4. Specific BellSouth® Complete Choice® for Business service products and features included in this promotion are:
 - a. All non-complex business lines APR 0 1 2004

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U. Mou XECUTIVE DIRECTOR

Thomas M. Dorman March 25, 2004 Page 2 of 2

- 5. Promotion rewards will be given via a line connection waiver.
- 6. Unless otherwise specified, BellSouth will not combine this promotion with any other promotion, program or Contract Service Arrangement offered by BellSouth except BellSouth® Welcoming Rewards and BellSouth® Welcome Bonus.
- 7. This promotion is only available to customers where BellSouth offers service and where facilities are available.
- 8. Applicable taxes and fees will be based on the full retail price of all products and services. No taxes or fees will be added to the amount of any reward under this program.
- 9. There is a limit of one reward on the same account, at the same address, and in the same name.
- 10. Existing contracts may not be re-negotiated in order to receive this promotion unless otherwise specified.
- 11. BellSouth may modify or terminate this promotion at any time following any required Commission notice. Notice of such changes to participants will be included in standard promotion communications, including but not limited to letters, emails, or faxes.
- 12. In the event a subscriber terminates the term election agreement, the subscriber must pay to BellSouth a charge for the number of months remaining on such agreed upon term. This termination charge will appear on the subscriber's final bill as a charge in the Other Charges & Credit section. Payment of the termination charge does not release the subscriber from other previous amounts owed to BellSouth. In addition, the subscriber shall reimburse all rewards received under this promotion.

An analysis of the expected revenue and cost effect of this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours, UBLIC SERVICE COMMISSION OF KENTUCKY APR 0 1 2004 PURSUANT TO 807 KAR 5:011 SECTION 9(1)

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Revenue and Cost Summary

Per Customer, over life of Contract

Revenue:

Cost:

Contribution

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

APR 0 1 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1)

EXECUTIVE DIRECTOR BY

165-0241

Regulatory & External Affairs

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

Director

Tony Taylor

March 25, 2004

RECEIVED

MAR 2 5 2004

PUBLIC SERVICE COMMISSION

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 65-0241

Dear Mr. Dorman:

On February 20, 2004, we notified you of a new promotion called the "BellSouth ® Centrex Flex Promotion" that we intend to offer to business customers. During the promotional period of April 1, 2004 through June 29, 2004, business customers who subscribe to BellSouth ® Centrex service will receive a waiver of installation charges, plus a waiver of recurring charges commensurate with the length of contract chosen.

Specific provisions and conditions of this promotion are as follows:

- 1. This promotion is available to all new and existing business subscribers who meet all the eligibility requirements.
- 2. Subscribers must sign a term agreement between April 1, 2004 and June 29, 2004 in order to participate in this promotion. Following this promotion window, subscribers will not be allowed to enroll in this promotion or receive promotion rewards. This promotion is available for resale for the duration of this enrollment period.
- 3. Subscribers who purchase BellSouth® Centrex service by signing a minimum 24-month and/or a 36-month or greater agreement will receive:
 - a. Twenty-four month term agreement: waiver of installation charges (as defined in Section A4 of BellSouth's Tariff) and one month of BellSouth® Centrex service at no charge.
 - b. Thirty-six month term (or greater) agreement: waiver performance configes (as defined in Section A4 of BellSouth's Tariff) and two monther recorded South® Centrex service at no charge.

All BellSouth marks contained herein are owned by BellSouth Intellectual Property Corporation PURSUANT TO 807 KAR 5:011

SECTION 9 (1) as U. E. Mou EXECUTIVE DIRECTOR

Thomas M. Dorman March 25, 2004 Page 2 of 2

- 4. Specific features included in this promotion are:
 - a. Common Equipment
 - b. Non-ISDN feature package
 - c. Non-ISDN station links
 - d. Network Access Registers (NARS)
 - e. Hunting where applicable
- 5. Promotion rewards will appear as a credit in the Other Charges & Credits section of the subscriber's bill in a subsequent billing period, usually within one to two billing cycles.
- 6. BellSouth® ESSX® service and BellSouth® MultiServ® service subscribers who migrate to BellSouth® Centrex are also eligible for this promotion. BellSouth® Centrex service customers with an expired contract or with six (6) months or less remaining are also eligible for this promotion.
- 7. Unless otherwise specified, BellSouth will not combine this promotion with any other promotion, program, or Contract Service Arrangement offered by BellSouth, except for BellSouth® Key Customer, BellSouth Select®, BellSouth® Simple Savings, and/or BellSouth® Welcoming Rewards.
- 8. This promotion is only available to customers where BellSouth offers service and where facilities are available.
- 9. Applicable taxes and fees will be based on the full retail price of all products and services. No taxes or fees will be added to the amount of any reward under this program.
- 10. Limit of one reward on the same account, at the same address, and in the same name.
- 11. Existing contracts may not be re-negotiated in order to receive this promotion unless the contract is within six months of expiration.
- 12. BellSouth may modify or terminate this promotion at any time following any required Commission notice. Notice of such changes to participants will be included in standard promotion communications, including but not limited to letters, emails, or faxes.
- 13. In the event a subscriber terminates the term election agreement, the subscriber must pay to BellSouth a charge for the number of months remaining on such agreed upon term. This termination charge will appear on the subscriber's final bill as a charge in the Other Charges & Credit section. Payment of the termination charge does not release the subscriber from other previous amounts owed to BellSouth. In addition, the subscriber shall reimburse all rewards received under this promotion.

An estimate of the revenue and cost effect of this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information. If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925. PUBLIC SERVICE COMMISSION OF KENTUCKY

EFFECTIVE ery truly vours. APR 0 1 2004 PURSUANT TO 807 KAR 5:011 SECTION 9 (1) in U. C. Marin **XECUTIVE DIRECTOR**

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Revenue and Cost Analysis

Revenue (Annual)

Recurring

Total Revenue

Cost

Recurring Nonrecurring

Total Cost

Contribution

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR Bγ

765-0240

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

Tony Taylor Director Regulatory & External Affairs

March 25, 2004

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615 RECEIVED

MAR 2 5 2004

PUBLIC SERVICE COMMISSION

Re: 65-0240

Dear Mr. Dorman:

On February 20, 2004, we notified you of a promotion called the "BellSouth ® Select Business ® Primary Rate ISDN (PRI) Bonus Promotion" that we intend to offer to small business customers. During the promotional period of April 1, 2004 through September 30, 2004, new or existing BellSouth ® Select Business ® Program participants who sign a 36-month or longer contract agreement for PRI, or recast an existing PRI contract that is scheduled to expire within 6 months, will receive a one-time award of 40,000 Select Points.

Specific provisions and conditions of this promotion are as follows:

- 1. Available to existing and new BellSouth Select customers. New BellSouth Select customers must meet BST eligibility requirements between \$100 and \$3000 in BST spending per month.
- 2. Customers must sign 36-month or longer contract agreement or recast an existing contract that expires within 6 months.
- 3. BellSouth Select point reward will be applied to BellSouth Select customer point balance four to six weeks after product is installed.
- 4. Bellsouth Select point balance can be checked on BellSouth Select Website (www.bellsouthselectbusiness.com), by calling Select Service Center (800,290.3333) or through quarterly balance statement.
- 5. All BellSouth Select points awarded for product purchase shall be redeemable consistent with the conditions of the BellSouth Select Business program APR 0 1 2004

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UTIVE DIRECTC

Thomas M. Dorman March 25, 2004 Page 2 of 2

- 6. Offer available to customers installing new PRI service or, customers with expired contracts, or customers with expiring PRI contracts within 6 months.
- 7. Must be enrolled in BellSouth Select prior to or during the promotional period.
- 8. Offer available with current promotions if all other terms stated above have been met.
- 9. Not available to current BellSouth Select customers who have previously purchased the relevant products.
- 10. Not available with any CSA agreement for PRI.
- 11. Subject to obtaining any required regulatory approval, BellSouth Select may terminate this program at any time.

An analysis of the revenue and cost effect expected from this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

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PUBLIC SERVICE COMMission OF KENTUCKY EFFECTIVE

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR

Revenue and Cost Summary

Revenue:

Cost:

Net Revenue:

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

APR 0 1 2004

BY EXECUTIVE DIRECTOR

T65-0239

BellSouth Telecommunications Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203

502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

Tony Taylor Director **Regulatory & External Affairs**

March 25, 2004

RECEIVED

MAR 2 5 2004

PUBLIC SERVICE COMMISSION

Thomas M. Dorman **Executive Director** Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 65-0239

Dear Mr. Dorman:

On February 20, 2004, we notified you of a promotion called the "BellSouth ® Select Business ® Complete Choice ® for Business (CCB) Bonus Promotion" that we intend to offer to business customers. During the promotional period of April 1, 2004 through June 30, 2004, new or existing BellSouth ® Select Business ® Program participants who sign a new term agreement for CCB will receive one-time award of 4,000 Select Points, and new or existing BellSouth ® Select Business ® Program participants who subscribe to CCB without a term agreement will receive a one-time award of 3,000 Select Points.

Specific provisions and conditions of this promotion are as follows:

- 1. Available to new and existing BellSouth or BellSouth Select customers who purchase new CCB (with or without term agreement) or upgrade existing CCB package to a term during the promotional period.
- 2. New BellSouth Select customers must meet BST eligibility requirements between \$100 and \$3000 in BST spending per month to enroll in the program.
- 3. CCB Term customers: Get 4,000 Select points (\$100 value) for signing CCB Term agreement. Bonus will be rewarded per account with CCB.
- 4. CCB w/o term: Customers can receive up to 3000 Select points (\$75 value) for purchase of CCB package. Bonus will be rewarded based on the number of months the customers subscribes to the service and per account with CCB. OF KENTUCKY
 - Select bonus points for purchase of CCB: 1000 points (\$25.00 value)
 - Select bonus points after 3 months with CCB: 2000 points (\$50 value) 2004 •

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Thomas M. Dorman March 25, 2004 Page 2 of 2

- 5. New BellSouth Select customers must enroll in BellSouth Select during the promotional period.
- 6. Customers must sign a CCB term agreement or purchase CCB package during the promotional period.
- 7. Point reward will be applied to BellSouth Select customer point balance six to eight weeks after service is added and enrolling in BellSouth Select.
- 8. BellSouth Select point balance can be checked on BellSouth Select Website (www.bellsouthselectbusiness.com), by calling BellSouth Select Service Center (800.290.3333), or through Select quarterly balance statement.
- 9. All BellSouth Select points awarded for this promotion shall be redeemable consistent with the conditions of the BellSouth Select Business program.
- 10. Can be combined with 2Q 2004 core line offers.
- 11. One reward per customer account.
- 12. Cannot be combined with Welcoming Rewards promotion.
- 13. If customer receives reward for CCB without term and then later signs a CCB term, the customer will receive remainder of the bonus reward for non-term reward.
- 14. Subject to obtaining any required regulatory approval, BellSouth Select may terminate this program at any time.

Attached is an estimate of the revenue and cost effect of this promotion. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

PUBLIC SERVICE COMMISSION OF KENTUCKY

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) hancole. Down XECUTIVE DIRECTOR

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Revenue and Cost Summary

Complete Choice ® for Business Term Agreement, per customer (lowest margin):

Revenue:

Cost:

Net:

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR BY.

765-0237

BELLSOUTH RECEIVED

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs MAR 2 6 2004

PUBLIC SERVICE COMMISSION

Tony.Taylor@bellsouth.com

March 26, 2004

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 65-0237

Dear Mr. Dorman:

On February 20, 2004, we notified you of a promotion called "PRI Advantage Plus" that we intend to offer to business customers. During the promotional period of April 1, 2004 through June 29, 2004, business customers who subscribe to BellSouth ® Primary Rate ISDN (PRI) service on one of three monthly term plans, will receive an effective b-channel rate that is discounted commensurate with the length of the contract, a 90-day satisfaction guarantee, and a one-time award of 40,000 Select Points in the BellSouth ® Select Business ® Program.

Specific provisions and conditions of this promotion are as follows:

- 1. A credit USOC will be applied to the customer's bill that will result in an effective b-channel rate of: \$19 on a 12-23 month term; \$15 on a 24 to 48 month term; and \$12 on a 49-72 month term.
- 2. The 90 day 100% satisfaction guarantee allows the customer to cancel service any time within the first days without incurring termination liability.
- 3. SBS customers are eligible to receive 40,000 Select Bonus points.
- 4. New BellSouth PRI customers are eligible for this promotion.
- 5. Existing PRI customers who are month-to-month, have an expired contract, or have 6 months or less on a remaining contract are also eligible for this promotion.
- 6. The PRI Advantage Promo is not eligible for any reward program for the South South Select, BellSouth Business Rewards Plus, BellSouth Business Preighter Rewards (BBPR) and BellSouth Business Winning Rewards.
- 7. Customers can only enroll in one of the above reward programsAPR 0 1 2004

All BellSouth marks contained herein are owned by BellSouth Intellectual and to any Corporation.

BY EXECUTIVE DIRECTOR

Thomas M. Dorman March 26, 2004 Page 2 of 2

An estimate of the revenue and cost effect of this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

To 'a'

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR BY

Revenue and Cost Summary

With:

Select Points

Winning Rewards

Revenue:

Cost:

Net:

PUBLIC SERVICE COMMISSION OF KENTUCKY ÉFFECTIVE

APR 0 1 2004

765-0394

Regulatory & External Affairs

Tony Taylor

Director

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203

Thomas M. Dorman Executive Director

211 Sower Boulevard

Kentucky Public Service Commission

Frankfort, Kentucky 40602-0615

502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

March 22, 2004

RECEIVED MAR 2 2 2004 PUBLIC SERVICE COMMISSION

Dear Mr. Dorman:

P.O. Box 615

On April 12, 2004, BellSouth intends to begin offering a new promotion called the BellSouth Complete Choice Service Welcome Program to residence customers. The program is scheduled to end on July 31, 2004. This program provides an entertaining, informative and engaging introduction to Complete Choice service designed to enhance the customer's understanding of, use of, and satisfaction with the service. Included in the package is a scratch-off sweepstakes card designed to engage the customer, increase feature knowledge, and stimulate access to the information in the package.

Specific provisions of the promotion are as follows:

- 1. The sweepstakes begins 4/12/04. Customers will have until 10/5/04 to redeem prizes.
- 2. Five (5) \$1,000 instant prizes are available to be won using scratch-off sweepstakes cards. The odds of winning are 1 in 79,400.
- 3. An account or transaction is not necessary to participate and an account or transaction does not improve one's chances of winning.
- 4. While supplies last, game cards are included in the Welcome Package that is mailed to new Complete Choice service customers.
- A game card and the Official Rules may also be obtained by mailing a stamped, self-addressed #10 envelope postmarked by 9/14/04 and received by 9/21/04 to BellSouth Game Card Requests, P.O. Box 99549, Raleigh, NC 27624-9549.

The sweepstakes is open to legal residents of Alabama, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina and Tennessee who are 18 years of age and older except employees and their immediate families (spouses and parents, siblings and children and their spouses) and persons living in the same households of such individuals of BellSouth Corporation ("BellSouth"), its affiliates, subsidiaries, advertising and persons living in the offer is void where prohibited or residuated by law.

All BellSouth marks contained herein are owned by BellSouth Intellectual Property Corporation

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR

Thomas M. Dorman March 22, 2004 Page 2 of 2

An analysis of the company-wide revenue and cost effect of this promotion is attached. The analysis shows that the cost per account is very small.

Please see the enclosed petition for confidential treatment of sensitive competitive information. Also, please see the enclosed motion for expedited approval. If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours, ~ ony Taylor for

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

APR 1 2 2004

PURSUANT TO 807 KAR 5:011 _____SECTION 9 (1) EXECUTIVE DIRECTOR BY

Revenue and Cost Analysis (Company)

Number of Complete Choice customers added per month

Number of Complete Choice customers added during four Months of the promotion

Estimated Monthly Revenue

Five (5) \$1,000 prizes

\$5,000 / 1,200,000 = cost per customer

-

\$5,000

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

APR 1 2 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR Β.

T65-0236

Regulatory & External Affairs

Tony Taylor

Director

March 24, 2004

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203

502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

Thomas M. Dorman **Executive Director** Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 65-0236

Dear Mr. Dorman:

On February 20, 2004, we notified you of a new promotion called the "BellSouth ® 2Q2004 SBS Frame Relay Promotion" that we intend to offer to small business customers. During the promotional period of April 2, 2004 through June 30, 2004, qualifying small business customers who subscribe to frame relay service by signing a term agreement will receive a waiver of either two months' recurring charges or three months' recurring charges, depending on the length of contract chosen.

Specific provisions and conditions of this promotion are as follows:

- 1. This promotion is available to new and existing small business customers who meet all the eligibility requirements and have \$3000 or less per month in BellSouth spending.
- 2. This promotion is available to qualifying new and existing small business customers who are either 1) installing new Frame Relay service at the following specific speeds of Frame Relay service included in this promotion or 2) upgrading their existing service to one of the following specific speeds of Frame Relay service included in this promotion: Subrate T1 (128 Kbps – 1152 Kbps) or full T1 (1.536 Mbps). Subscribers must also meet all the eligibility requirements outlined in this promotion description.
- 3. Subscribers must sign a term agreement between April 2, 2004 and June 30, 2004 in order to participate in this promotion. Following this promotion window, subscribers are not allowed to enroll in this promotion or receive promotion rewards. This promotion is available for resale for the duration of this enrollment period PUBLIC SERVICE COMMISSION
 4. Subscribers who purchase the specific speeds of Frame Relay service included in this
- promotion by signing a twenty-four (24) month or greater agreement will receive a waiver APR 0 2 2004 of their monthly recurring charges as follows:

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EXECUTIVE DIRECTOR

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COMMISSION

Thomas M. Dorman March 24, 2004 Page 2 of 2

- a. Subscribers who sign a twenty-four (24) to thirty-six (36) month agreement will receive a waiver of the first two (2) months of their monthly recurring charges (for the Subrate T1 or 1.536 Mbps Frame Relay Customer Connection, Frame Relay CIR, and associated 1.536 Mbps Broadband Line). Standard tariff nonrecurring charges for installation are not waived.
- b. Subscribers who sign a thirty-seven (37) to sixty (60) month agreement will receive a waiver of the first three (3) months of their monthly recurring charges (for the Subrate T1 or 1.536 Mbps Frame Relay Customer Connection, Frame Relay CIR, and associated 1.536 Mbps Broadband Line). Standard tariff nonrecurring charges for installation are not waived.
- 5. Promotion rewards will appear as a credit in the Other Charges & Credits section of the Subscriber's bill.
- 6. Unless otherwise specified, BellSouth will not combine this promotion with any other promotion or program offered by BellSouth that also specifically discounts Frame Relay service, or with any Contract Service Arrangement for Frame Relay service.
- 7. This promotion is only available to customers where BellSouth offers service and where facilities are available.
- 8. Applicable taxes and fees will be based upon the full retail price of all products and services. No taxes or fees will be added to the amount of any reward under this program.
- 9. There is a limit of one reward on the same account, at the same address, and in the same name.
- 10. Existing contracts may not be re-negotiated in order to receive this promotion unless otherwise specified.
- 11. BellSouth may modify or terminate this promotion at any time. Notice of such changes to participants will be included in standard promotion communications, including but not limited to letters, emails, or faxes.
- 12. In the event a subscriber terminates the term election agreement, the subscriber must pay to BellSouth a Termination Liability Charge for the number of months remaining on such agreed upon term. This charge is calculated as specified in the Fast Packet Service Payment Plan (Section A40.10) and will appear on the subscriber's final bill as a charge in the Other Charges & Credit section. Payment of the termination charge does not release the Subscriber from other previous amounts owed to BellSouth.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yourspublic SERVICE COMMISSION OF KENTUCKY EFFECTIVE 0 2 2004 APR RESUANT TO 807 KAR 5:011 TION 9 (1)

Revenue Analysis

Subrate T1:

256K:

24 Months:

Contract Total Revenue Contract Total Cost Contribution

128K:

24 Months:

Contract Total Revenue Contract Total Cost Contribution

256K:

37 Months: Contract Total Revenue Contract Total Cost Contribution

128K:

37 Months: Contract Total Revenue Contract Total Cost Contribution

<u>Full T1:</u>

24 Months:

Contract Total Revenue Contract Total Cost Contribution

37 Months:

Contract Total Revenue Contract Total Cost Contribution

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

APR 0 2 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) ste Dou EXECUTIVE DIRECTOR

165 0258

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203

Tony.Taylor@bellsouth.com

502-582-2164 FAX 502-582-8667 Tony Taylor Director **Regulatory & External Affairs**

March 24, 2004

Thomas M. Dorman **Executive Director** Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

RECEIVED

MAR 2 4 2004

PUBLIC SERVICE COMMISSION

Re: 65-0258

Dear Mr. Dorman:

On February 26, 2004, we notified you of a promotion called the "1FR+2 Cash Back Promotion" that we intend to begin offering to residence customers. During the promotional period of April 1, 2004 through March 31, 2005, residence customers who are not now subscribing to BellSouth local service who subscribe to a basic exchange line and at least two features (vertical services) from BellSouth will receive \$100 cash back.

Specific provisions and conditions of this promotion are as follows:

- 1. Participating customers must either not currently have local service with BellSouth or not have service with BellSouth on one or more of their existing lines.
- 2. Participating customers must have local service or equivalent (wireless in lieu of wire-line) at the same local service address on one or more of their existing lines.
- 3. Participating customers must request service at the same address and in the same name. unless the customer is planning an imminent move from one address in BellSouth territory to another address in BellSouth territory within 30 days of responding to the offer. In the case of an imminent move, the BellSouth service representative can offer the customer the promotion and place the order at the new address.
- 4. Participating customers must have not had local service with BellSouth for at least 10 days prior to the new service connection date. PUBLIC SERVICE COMMISSION
- 5. Participating customers must switch their local service to BellSouthand purchase:
 - a. BellSouth® basic service, and
 - b. At least two additional features from BellSouth.
 - APR 0 1 2004
- 6. Orders must be placed on or before 04/01/04.

PURSUANT TO 807 KAR 5:011

Thomas M. Dorman March 24, 2004 Page 2 of 2

- 7. This offer is valid for only one (1) service line at the intended local service address.
- 8. Participating customers must place their orders through a BellSouth business office, outbound telemarketing vendor, or alternate channel as indicated.
- 9. Participating customers must return the coupon at a specified address by a specified date. Customers have 90 days to respond after receipt of the cash back coupon. After 90 days, the customer is ineligible for this offer.
- 10. Once participating customers complete the above requirements they will receive a check for \$100 (one hundred dollars). If the customer cancels or discontinues the qualifying service, they will be ineligible for this offer.
- 11. BellSouth may discontinue or modify this promotion at any time.
- 12. Customers must have the eligible services on their new (N) service orders in order to receive the promotional offer.
- 13. This offer may not be combined with other cash back offer for the same service at the same time.
- 14. Customers are eligible for one (re)acquisition cash back promotion per 12 months.
- 15. Employees of BellSouth are not eligible for this offer.
- 16. Customers who are currently out of the BellSouth region and establishing a new order within the BellSouth region (out-of-region N orders) and customers within the region who are not currently receiving local service from any provider are not eligible for this promotion.
- 17. This promotion is for reacquisition and acquisition customers only who are establishing service at the same address in the BellSouth region where they presently receive local or equivalent (wireless in lieu of wire-line) telephone service or at a different address if the customer is moving to a different address within 30 days of responding to the offer.

A rate and cost analysis for this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours, PUBLIC SERVICE COMMISSION Taylor OF KENTUCK

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) 1 Jour

Attachment Page 1 of 1 EDITED

Rate and Cost Summary

Per Customer:

Monthly Recurring Revenue: Recurring Cost

Margin

Nonrecurring Revenue: Nonrecurring Cost Average Benefit

Margin

Months to Breakeven

= Months

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

PURSUANT TO 807 KAR 5:01: SECTION 9 (1) EXECUTIVE DIRECTOR 8Y

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

RECEIVED

Tony.Taylor@bellsouth.com

FEB 2 2 2004 February 20, 2004 PUBLIC SERVICE COMMISSION

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 64-1510

Dear Mr. Dorman:

On November 18, 2003, and again on December 18, 2003, we notified you of a new promotion called the BellSouth ® Classic Choice (SM) Promotion that we intended to begin offering to small business customers on January 2, 2004. This promotion was accepted by letter from Commission staff, dated January 14, 2004.

The provisions of the promotion currently limit the voice mailbox option to only one type of business mailbox. Effective on April 1, 2004, we plan to expand the mailbox options to include a new BellSouth voice mail mailbox option where facilities permit. The specific type of business voice mailbox (deregulated) offered with this promotion may vary from time to time.

This proposed modification affects neither the revenue analysis filed with the original promotion, nor any other provision of the promotion.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

erv truly vour **BUBLIC SERVICE COMMISSION** OF KENTUCKY FFFECTIVE APR 0 1 2004 PURSUANT TO 807 KAR 5:011

All BellSouth marks contained herein are owned by BellSouth Intellectual Property Corrotation

165-0238

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203

Tony.Taylor@bellsouth.com

502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

March 24, 2004

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

RECEIVED

MAR 2 4 2004

PUBLIC SERVICE COMMISSION

Re: 650-0238

Dear Mr. Dorman:

On February 20, 2004, we notified you that we intend to begin offering a promotion called the "BellSouth ® MegaLink ® Promotion" to small business customers. During the promotional period of April 1, 2004 through June 29, 2004, new or existing small business customers who subscribe to MegaLink ® by signing a term election agreement will receive a waiver of non-recurring charges and a waiver of one month's recurring charges.

Specific provisions and details of this promotion are as follows:

- 1. This promotion is available to new and existing business subscribers who meet all the eligibility requirements defined below.
- 2. Subscribers must sign a term agreement between April 1, 2004 and June 29, 2004 in order to participate in this promotion. Following this promotion window, subscribers will not be allowed to enroll in this promotion or receive promotion rewards.
- 3. Subscribers who purchase BellSouth® MegaLink® service or BellSouth® MegaLink® Channel service by signing a twenty-four (24) month or greater term agreement will receive the following benefits:
 - a. Customers will receive one (1) month waiver of the monthly recurring charges as well as a waiver of the non-recurring charges mentioned below. Waiver of one (1) month recurring charges applies to the first month of service. PUBLIC SERVICE COMMISSION OF KENTUCKY
- 4. The waiver of monthly recurring charges and non-recurring charges applies the following: Digital Local Channel, Inter-Office Channel, Voice Equivalent Channels, Feature Activation, and NAR's.

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- Chancolle Obru-EXECUTIVE DIRECTOR Thomas M. Dorman March 24, 2004 Page 2 of 2

- 5. Existing Channelized MegaLink® or Point-to-Point subscribers who purchase additional circuits at the time of renewal of their contract, will also be eligible for this promotion.
- 6. Promotion rewards will appear as a credit in the Other Charges & Credits section of the subscriber's bill in a subsequent billing period, usually within one (1) to two (2) billing cycles.
- 7. Unless otherwise specified, BellSouth will not combine this promotion with any other promotion, program, or Contract Service Arrangement offered by BellSouth.
- 8. BellSouth® MegaLink® service subscribers are not eligible to participate in the Key Customer reward program or Simple Savings program.
- 9. This promotion is only available to customers where BellSouth offers service and where facilities are available.
- 10. Applicable taxes and fees will be based on the full retail price of all products and services. No taxes or fees will be added to the amount of any reward under this program.
- 11. There is a limit of one reward on the same account, at the same address, and in the same name.
- 12. Existing contracts may not be re-negotiated in order to receive this promotion unless the subscriber is within six (6) months or less of their current contract.
- 13. BellSouth may modify or terminate this promotion at any time following any required Commission notice. Notice of such changes to participants will be included in standard promotion communications, including but not limited to letters, emails, or faxes.
- 14. In the event a subscriber terminates the term election agreement prior to the selected term, the subscriber must reimburse BellSouth for all rewards received prior to the date of such termination. Should the subscriber terminate the service purchased under this agreement before the term expires for reasons other than BellSouth's material breach, the subscriber shall reimburse BellSouth for the installation and monthly recurring charges that were waived for the affected services as part of this promotion and shall pay any other applicable termination charges as described in A2.4.10 of BellSouth's Tariff. This charge will appear on the subscriber's final bill as a charge in the Other Charges & Credits section.

An analysis of the rates and cost associated with this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours, PUBLIC SERVICE COMMISSION OF KENTUCKY TPR (1 1 2004 Tavlor PURSUANT TO 807 KAR 5:011 SECTION 9(1)

Rate and Cost Summary

24 Months 36

36 Months

Revenue per Customer Over Term of Contract

- Renewal Circuit
- New Circuit

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Cost per Customer Over Term of Contract

- Renewal Circuit
- New Circuit

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) Change & Down BY

765-0255





Tony Taylor Director Regulatory & External Affairs

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203

Tony.Taylor@bellsouth.com

502-582-2164 FAX 502-582-8667

February 17, 2004

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 64-1391

Dear Mr. Dorman:

By letter dated December 22, 2003, the Commission staff accepted our proposal to begin offering a new promotion called BellSouth ® Business Choice Rewards (renamed BellSouth ® Business Winning Rewards). The promotion is scheduled to end on June 30, 2004.

In order to avoid confusion, we would like to add the following clarification to the terms of this promotion:

The waiver of installation charges and recurring charges as offered in the promotion applies only to qualifying services purchased at the time of execution of the promotional agreement by the subscriber.

This clarification affects neither the revenue and cost analysis filed with the proposal, nor any other provision of the promotion.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

PUBLIC SERVICE COMMISSION OF KENTUCKY Verty truly yours EFFECTIVE MAR 1 9 2004 PURSUANT TO 807 KAR 5:011 'l/ayloi SECTION 9 (1)

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BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203

Tony.Taylor@bellsouth.com

502-582-2164 FAX 502-582-8667

Regulatory & External Affairs

Tony Taylor

Director

January 23, 2004

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 64-1518

Dear Mr. Dorman:

On November 19, 2003, and again on December 17, 2003, we notified you of a new promotion called BellSouth & Business Smart Start that we intended to begin offering to business customers on January 2, 2004. The promotion was accepted by Commission staff in a letter dated January 14, 2004.

We have now decided to terminate this promotion. Please accept this letter as notice that this promotion will be terminated on January 31, 2004. We apologize for any inconvenience that this cancellation may cause the Commission or staff.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours Tony Taylor

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

JAN 3 1 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) DIRECTOR

T64-1520



BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

Tony.Taylor@bellsouth.com

December 22, 2003

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 64-1520

Dear Mr. Dorman:

On November 19, 2003, we notified you of a promotion of BellSouth & Complete Choice & for Business service that we intend to offer to small business customers. During the promotional period of January 2, 2004 through March 31, 2004, small business customers who subscribe to BellSouth & Complete Choice & for Business service on a term agreement will receive a waiver of line connection charges.

Specific provisions and limitations of this promotion are as follows:

- 1. This promotion is available to new business customers who meet all the eligibility requirements.
- 2. Participating customers must sign a BellSouth® Complete Choice® for Business term agreement between January 2, 2004 and March 31, 2004 in order to participate in this promotion. Following this promotion window, customers will not be allowed to enroll in this promotion or receive promotion rewards. This promotion is available for resale for the duration of this enrollment period.
- 3. Customers who purchase BellSouth® Complete Choice® for Business service by signing a BellSouth® Complete Choice® for Business term agreement of any length will receive a waiver of line installation charges (as defined in Section A4 of BellSouth's Tariff) for up to nine (9) lines.
 PLIBLIC SERVICE COMMISSION
- 4. Specific BellSouth® Complete Choice® for Business service products and leatures included in this promotion are:
 - a. Flat Rate Lines
 - b. Business Plus ®
 - c. Over twenty (20) calling features

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All BellSouth marks contained herein are owned by Bellsouth Biteller Property Corporation

Thomas M. Dorman December 22, 2003 Page 2 of 2

- 5. Promotion rewards will be given via a line connection waiver.
- 6. BellSouth will not combine this promotion with any other promotion, program, or Contract Service Arrangement offered by BellSouth except BellSouth® Welcoming Rewards.
- 7. This promotion is only available to customers where BellSouth offers service and where facilities are available.
- 8. Applicable taxes and fees will be based on the full retail price of all products and services. No taxes or fees will be added to the amount of any reward under this program.
- 9. There is a limit of one reward on the same account, at the same address, and in the same name.
- 10. Existing contracts may not be re-negotiated in order to receive this promotion unless otherwise specified.
- 11. BellSouth may terminate or modify this promotion at any time.
- 12. In the event a customer terminates the term election agreement, the customer must pay a charge for the number of months remaining on such agreed upon term. This termination charge will appear on the customer's final bill as a charge in the Other Charges & Credit section. Payment of the termination charge does not release the customer from other previous amounts owed to BellSouth. In addition, the customer shall reimburse all rewards received under this promotion.

An estimate of the revenue and cost effect of this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

ary truly yours.

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

PURSUANT TO 807 KAR 5 011 SECTION 9 (1) 4 Down XECUTIVE DIRECTOR

Revenue and Cost Summary

Revenue:

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Recurring

Total Revenue

Cost:

Recurring Non-Recurring

Total Cost

Contribution:

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) Chango & Don-EXECUTIVE DIRECTOR BY,

T64-1519

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203

Tony.Taylor@bellsouth.com

502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

December 22, 2003

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 64-1519

Dear Mr. Dorman:

On November 19, 2003, we notified you of a promotion called BellSouth [®] MegaLink [®] Rewards Plus that we intend to offer to small business customers. During the promotional period of January 2, 2004 through March 31, 2004, new and existing small business customers who subscribe to MegaLink [®] service will receive a waiver of installation charges and a waiver of two months' recurring charges on term agreements of 24 months, and a waiver of installation charges and a waiver of three months' recurring charges on term agreements of 36 months.

Specific provisions and limitations of this promotion are as follows:

- 1. This promotion is available to new and existing business subscribers who meet all the eligibility requirements.
- 2. Customers must sign a term agreement between January 2, 2004 and March 31, 2004 in order to participate. Following this promotion window, customers will not be allowed to enroll in this promotion or receive promotion rewards.
- 3. Customers who purchase BellSouth® MegaLink® service or BellSouth® MegaLink® Channel service by signing a twenty-four (24) month or thirty-six (36) month agreement will receive the following benefits:
 - a. Customers who sign twenty-four (24) month term election agreements will received two (2) months waiver of the monthly recurring charges as well as a waiver of the initial installation charges (as defined in A4 of BellSouth's Tariff). Waiver of two (2) months recurring charges applies to the first two (2) months of service.

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PURSUANT TO 807 KAR 5:011 SECTION 9 (1) as le EDou **EXECUTIVE DIRECTOR**

Thomas M. Dorman December 22, 2003 Page 2 of 3

- b. Customers who sign thirty-six (36) month term election agreements will received three (3) months waiver of the monthly recurring charges as well as a waiver of the initial installation charges (as defined in A4 of BellSouth's Tariff). Waiver of three (3) months recurring charges applies to the first three (3) months of service.
- 4. The waiver of monthly recurring charges mentioned above, applies to the following: Digital Local Channel, Inter-Office Channel, Voice Equivalent Channels, and NAR's.
- 5. Existing Channelized MegaLink® or Point-to-Point subscribers who purchase additional circuits at the time of renewal of their contract, will also be eligible for this promotion.
- 6. Promotion rewards will appear as a credit in the Other Charges & Credits section of the customer's bill in a subsequent billing period, usually within one (1) to two (2) billing cycles.
- 7. BellSouth will not combine this promotion with any other promotion, program, or Contract Service Arrangement offered by BellSouth.
- 8. BellSouth® MegaLink® service subscribers are not eligible to participate in the Key Customer reward program or Simple Savings program.
- 9. This promotion is only available to customers where BellSouth offers service and where facilities are available.
- 10. Applicable taxes and fees will be based on the full retail price of all products and services. No taxes or fees will be added to the amount of any reward under this program.
- 11. There is a limit of one reward on the same account, at the same address, and in the same name.
- 12. Existing contracts may not be re-negotiated in order to receive this promotion unless the subscriber is within six (6) months or less of the end of their current contract.
- 13. BellSouth may terminate or modify this promotion at any time.
- 14. In the event a customer terminates the term election agreement prior to the selected term, the customer must reimburse BellSouth for all rewards received prior to the date of such termination. Should the customer terminate the service purchased under this agreement before the term expires for reasons other than BellSouth's material breach, the customer shall reimburse BellSouth for the installation and monthly recurring charges that were waived for the affected services as part of this promotion and shall pay any other applicable termination charges as described in A2.4.10 of BellSouth's Tariff. This charge will appear on the customer's final bill as a charge in the Other Charges & Credits section.

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PURBUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR

Thomas M. Dorman December 22, 2003 Page 3 of 3

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An estimate of the revenue and cost effect of this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

ben Tony Taylor

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

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BY Change U. Dru EXECUTIVE DIRECTOR

Revenue and Cost Summary (Annual)

Revenue:

Cost:

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Recurring Non-Recurring

Total Cost

Contribution:

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) Changes U. Dow EXECUTIVE DIRECTOR BY.

764-9517



BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203

502-582-2164 FAX 502-582-8667 Tony Taylor Director **Regulatory & External Affairs**

Tony.Taylor@bellsouth.com

December 22, 2003

Thomas M. Dorman **Executive Director** Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 64-1517

Dear Mr. Dorman:

On November 19, 2003, we notified you of a promotion called BellSouth & Centrex Preferred that we intend to offer to business customers. During the promotional period of January 2, 2004 through March 31, 2004, business customers who subscribe to BellSouth ® Centrex service on a term agreement of 36 months or more will receive a waiver of installation charges on select Centrex features and a waiver of the first two months' recurring charges.

Specific provisions and limitations of this promotion are as follows:

- 1. This promotion is available to new and existing business customers who meet all the eligibility requirements.
- Participating customers must sign a term agreement between January 2, 2004 and March 31, 2. 2004 in order to participate. Following this promotion window, customers will not be allowed to enroll in this promotion or receive promotion rewards. This promotion is available for resale for the duration of this enrollment period.
- Customers who purchase BellSouth® Centrex service by signing a thirty-six (36) month or 3. greater agreement will receive a waiver of installation charges.

4. Specific BellSouth® Centrex service features included in this promotion are:

- a. Common Equipment*
- b. Non-ISDN feature package*
- c. Non-ISDN station links*
- d. NARS
- e. Hunting (where applicable)
- PURSUANT TO 807 KAR 5:011 Optional Features-System Communication Service charges SECTION 9 (1) f.
- (*A4 charges will be waived for these only)

All Bellsouth marks contained herein are owned by BellSouth Intellectual Property Corporation.

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Thomas M. Dorman December 22, 2003 Page 2 of 2

- 5. Promotion rewards will appear as a credit in the Other Charges & Credits section of the customer's bill in a subsequent billing period, usually within one (1) to two (2) billing cycles.
- 6. BellSouth® ESSX® service and BellSouth® MultiServ® service subscribers who migrate to BellSouth® Centrex are also eligible for this promotion. BellSouth® Centrex service customers with an expired contract or with six (6) months or less remaining are also eligible for this promotion.
- 7. This promotion may be combined with BellSouth's Key Customer and Simple Savings programs.
- 8. This promotion is only available to customers where BellSouth offers service and facilities are available.
- 9. Applicable taxes and fees will be based on the full retail price of all products and services. No taxes or fees will be added to the amount of any reward under this program.
- 10. There is a limit of one reward on the same account, at the same address, and in the same name.
- 11. Existing contracts may not be re-negotiated in order to receive this promotion unless otherwise specified.
- 12. BellSouth may terminate or modify this promotion at any time.
- 13. In the event a customer terminates a term election agreement, the customer must pay a charge for the number of months remaining on such agreed upon term. This termination charge will appear on the customer's final bill as a charge in the Other Charges & Credit section. Payment of the termination charge does not release the customer from other previous amounts owed to BellSouth. In addition, the customer shall reimburse all rewards received under this promotion.

An estimate of the revenue and cost effect of this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

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PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

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PURSUANT TO 807 KAR 5:011 SECTION 9 (1) ECUTIVE DIRECTOR

Revenue and Cost Summary

Revenue:

Cost:

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Recurring Non-Recurring

Total Cost

Contribution:

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) Chongo U. Otan EXECUTIVE DIRECTOR BY

BELLSOUTH

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203

Tony.Taylor@bellsouth.com

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502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

December 19, 2003

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Dear Mr. Dorman:

On December 10, 2003, BellSouth filed a tariff proposal to grandfather the current BellSouth ® PreferredPack (SM) Plan service, and reintroduce a new revised BellSouth ® PreferredPack (SM) Plan service (Please see 64-1593). The proposed effective date for this tariff is January 9, 2004.

We would now like to propose a new promotion, called the \$5 Discount for Reacquisition and Winover Promotion, for the revised PreferredPack Plan that will become effective on the same day as the proposed tariff, January 9, 2004. The specific provisions and limitations of the promotion are as follows:

- 1. The promotion is scheduled to begin on January 9, 2004 and end on January 8, 2005.
- 2. Services included in this promotion are the BellSouth[®] PreferredPackSM plan and the BellSouth[®] Complete Choice[®] family of plans.
- 3. Any reacquisition or winover customer who currently is not using BellSouth for local service and who switches to BellSouth and purchases 1) the BellSouth PreferredPack plan or any product in the BellSouth Complete Choice plan family and 2) any BellSouth Long Distance product other than BellSouth Long Distance Unlimited service will receive a \$5 monthly discount on the PreferredPack plan or the product from the Complete Choice plan family.
- 4. Participating customers must either not currently have local service with BellSouth or not have service with BellSouth on one or more of their existing lines, including the line on which the service qualifying for this promotion will be provisioned.
- 5. Participating customers must have local service or equivalent (wireless in lieu of wireline) at the same local service address on one or more of their existing lines. PUBLIC SERVICE COMMISSION OF KENTUCKY

All BellSouth marks contained herein are owned by BellSouth Intellectual Property Corporation

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PURSUANT TO 807 KAR 5:011 SECTION 9 (1) BY Linna (1. Otru-EXECUTIVE DIRECTOR

Thomas M. Dorman December 19, 2003 Page 2 of 2

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- 6. Participating customers must request service at the same address and in the same name, unless the customer is planning an imminent move from one address in BellSouth territory to another address in BellSouth territory within 30 days of responding to the offer. In the case of an imminent move, the BellSouth representative can offer the customer the promotion and place the order at the new address.
- 7. Participating customers must have not had local service with BellSouth for at least 10 days prior to the new service connection date.
- 8. Participating customers must switch their local service to BellSouth and purchase the following products:
 - a. The PreferredPack plan or a product from the Complete Choice plan family, and
 - A BellSouth Long Distance product other than BellSouth Long Distance Unlimited service. A specific long distance plan must be selected. Selecting a BellSouth PIC and LPIC without selection of a Long Distance plan will not qualify a customer for this discount.
- 9. Participating customers must have the eligible services on their new service orders (N) in order to receive the promotional offer.
- 10. The benefits of this promotion will be extended to existing BellSouth customers who call the BellSouth business office and request this specific offer.
- 11. Participating customers must place their orders on or before January 8, 2005.
- 12. This offer is valid for only one (1) service line at the intended local service address.
- 13. Participating customers must place their orders through a BellSouth business office, outbound telemarketing vendor, or alternate channel.
- 14. Once customers complete the above requirements they will receive the \$5 discount on their monthly bills. If a customer cancels or discontinues one or more of the qualifying services, he will be ineligible for the discount.
- 15. BellSouth may discontinue or modify this promotion at any time.
- 16. This offer may be combined with cash back offers or other promotional offers on the same services, as such offers may be concurrently available from time to time, provided that the Company may prohibit the combination of this promotion with any other promotion, at the Company's discretion. This promotion may not be combined with the Unlimited Reacquisition Bundle Offer.

An analysis of the rates and costs associated with this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information. Also, please see the enclosed motion for expedited approval. If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

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Attachment Page 1 of 1 EDITED

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Reacquisition - \$5 MRC Discount on CC/LD and BPP/LD Bundles

Non- Non- Non-	Recurring Recurring Recurring Recurring Breakeven	Margin \$ Discount Revenue Cost Gain/(Loss) (mos.)		\$ (5.00) \$ 42.00	\$ (5.00) \$ 57.00	\$ (\$ 00) \$ 13 00
	Recurring Recurring	I		\$ 40.00	\$ 63.45	\$ 00.45
		Product	BPP	CC	CC - 2 Line	CC - 3 Line

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PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

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Thomas M. Dorman December 19, 2003 Page 2 of 2

- 9. Customers may only redeem one (1) coupon per regulated product purchased within the promotion period per customer account.
- 10. New or existing BellSouth residential customers purchasing one of the following services are eligible to receive a coupon redeemable for \$25 cash back: BellSouth[®] Complete Choice[®] service, BellSouth[®] Complete Choice[®] Two-Line Plan package, BellSouth[®] Complete Choice[®] Three-Line Plan package, Area Plus[®] with BellSouth[®] Complete Choice[®] plan, Area Plus[®] Two-Line Plan package with BellSouth[®] Complete Choice[®], Area Plus[®] Three-Line Plan package with BellSouth[®] Complete Choice[®], BellSouth[®] PreferredPackSM plan (any version).
- 11. Existing BellSouth customers must upgrade from basic local service to one of the above listed Complete Choice[®] or PreferredPackSM products to receive cash back for their regulated service.
- 12. New subscribers to Complete Choice[®] service and PreferredPackSM service are only eligible for this offer if they have not previously received the [®]PreferredPackSM service or Complete Choice[®] service \$25 cash back offer during the promotion period (01/05/04 to 03/31/04).
- 13. Customers that downgrade from Complete Choice[®] service to one of the above listed PreferredPackSM plans will not be eligible for the cash back offer.
- 14. Customers that transfer qualifying Complete Choice[®] service from one address to another address are not eligible for the Complete Choice® cash back offer.
- 15. Customers that transfer qualifying PreferredPackSM service from one address to another address are not eligible for the PreferredPackSM service cash back offer.
- 16. Complete Choice[®] service or PreferredPackSM service order must be complete by 04/30/04 for customer to be eligible to receive cash back.

An analysis of the rates and costs associated with this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours, **avio**r PUBLIC SERVICE COMMISSION

OF KENTUCKY FFFECTIVE

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PURSUANT TO 807 KAR 5:011 SECTION 9 (1) CUTIVE DIRECTOR

T64-1513

BELLSOUTH

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667

Tony Taylor@bellsouth.com

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82-8667

Tony Taylor Director Regulatory & External Affairs

December 19, 2003

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 6**9**-1513

Dear Mr. Dorman:

On November 18, 2003, we notified you of a promotion called Consumer Answers (TM/SM) Cash Back Promotion that we intend to offer to residence customers. During the promotional period of January 5, 2004 through March 31, 2004, residence customers who subscribe to any of the following services will receive a coupon redeemable for \$25 cash back: BellSouth ® Complete Choice ® service, BellSouth ® Area Plus ® with Complete Choice ® service, and BellSouth ® PreferredPack (SM) Plan service.

Specific provisions and limitations for this promotion are as follows:

- 1. Participating customers must place their orders for promotion eligible product(s) or service(s) between 01/05/04 and 03/31/04.
- 2. Customer orders must be completed and/or billing begun prior to coupon redemption.
- 3. Participating customers must fill out and mail the coupon(s) to the specified address by the specified date to redeem.
- 4. Only customers who correctly redeem the coupon(s) by the postmark deadline date will be eligible to receive a check(s).
- 5. A participating customer must be a current subscriber to the promotion-eligible BellSouth service at the time of coupon redemption.
- 6. BellSouth may discontinue or modify this promotion at any time.
- 7. This offer is valid for only one (1) service line at the intended local service address.
- 8. Customers that transfer qualifying service from one address to another address are not eligible for the cash back offer.

All BellSouth marks contained herein are owned by BellSouth Intellectual Property Corporation.

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Q104 Answers Cash Back

Recurring Recurring Recurring Recurring Non-Cost 42.00 57.00 72.00 42.00 72.00 72.00 Revenue Non-∽ Margin \$ **Recurring Recurring** Cost 63.45 90.45 Revenue 22.96 40.00 56.00 86.45 123.45 \$ \$ \$ AP w/ CC - 2 Line AP w/ CC - 3 Line CC - 2 Line CC - 3 Line AP w/ CC Product IFR S

25.00 ∽ Mass - Answers Cash Back for CCF & BPP Total Non-Recurring Discounts w/Breakage Non-Recurring Discounts w/Breakage Breakage

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

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Attachment Page 1 of 1 EDITED Breakeven (mos.)

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BELLSOUTH

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

Tony.Taylor@bellsouth.com

December 19, 2003

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Dear Mr. Dorman:

On November 25, 2003, we notified you of a promotion of the BellSouth & Select Business & Program that we intend to offer. During the promotional period of January 4, 2004 through December 31, 2004, program participants who average between \$300 and \$3,000 per month in BellSouth spending during a calendar quarter may be awarded additional reward options. Information relative to the additional reward options will be available at www.bellsouthselectbusiness.com.

Specific provisions and limitations of this promotion are as follows:

- Program participants will not receive Bonus Rewards under this special promotion and benefits under the existing BellSouth® Business Perks special promotion for the same BellSouth spending. Customers enrolled in the existing BellSouth® Business Perks special promotion (scheduled to terminate on February 16, 2004) and not participating in the BellSouth® Select Business® Program but who meet the general Program eligibility criteria will be automatically enrolled in the BellSouth® Select Business® Program.
- 2. This promotion is available to Program participants who average between \$300 and \$3000 per month in BellSouth spending (including BellSouth Internet for Business services) during a calendar quarter.
- 3. Program participants who subscribe to any of the following BellSouth plans, services or term agreements during the relevant quarter are not eligible for the additional reward options: Key Customer program, any Reacquisition/Winback program, BellSouth® Complete Choice® for Business term agreement, Primary Rate ISDN term agreement, Contract Service Arrangement for any product, Volume and Term agreement for any service or analog Private Line service.

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PURSUANT TO 807 KAR 5-011 SECTION 9 (1) EXECUTIVE DIRECTOR

Thomas M. Dorman December 19, 2003 Page 2 of 2

- 4. Program participants who qualify for a bonus reward will be notified within 30 days following the end of the calendar quarter. The additional reward will be forfeited if the Program participant fails to provide notice of the selected redemption option by the end of the calendar quarter immediately following the quarter in which the bonus reward was earned. Reward options are subject to change. The following bonus reward options are in addition to the Select Points awarded to Program participants:
 - a. One hundred dollar (\$100) check
 - b. One hundred dollar (\$100) VIP Gift Card
 - c. Two (2) months of BellSouth Business® FastAccess® DSL service
 - d. Four thousand (4000) Select Points
- 5. BellSouth may modify any part of this promotion, including but not limited to any of the reward options at any time. Notice of such changes will be included in standard promotion communications, including but not limited to letters, emails, or faxes. Information regarding this Bonus Reward Promotion, including bonus reward redemption options, is available at the BellSouth® Select Business® Program website.
- 6. Bellsouth may terminate the promotion at any time. In the case of promotion termination, subscribers who have earned rewards under this promotion will have ninety (90) days from the date of notification to redeem any unused rewards. BellSouth will cease tracking and offering rewards as of the termination date.

An estimate of the revenue and cost effect of this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours Tony Tavlor

PUBLIC SERVICE COMMISSION OF KENTUCKY FFFECTIVE

JAN 0 4 2004

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Revenue and Cost Summary (Annual)

Revenue:

Cost:

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Recurring Benefits

Total Cost

Contribution:

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

JAN 0 4 2004

PURSUANT TO 807 KAR 5:011 _____SECTION 9 (1) EXECUTIVE DIRECTOR 87

T64-1522

BELLSOUTH

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

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Tony Taylor Director Regulatory & External Affair

DEC 1 8 2003

December 18, 2003

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 64-1522

Dear Mr. Dorman:

On November 19, 2003, we notified you of a promotion called BellSouth ® Integrated Solutions that we intend to offer to business customers. The promotional period will begin on January 2, 2004 and run through March 31, 2004.

BellSouth ® Integrated Solutions offers business subscribers a variety of voice, data, and networking options and a flexible range of communication choices provisioned over a single T-1. BellSouth® Integrated Solutions T-1 or BellSouth® Integrated Solutions PRI standard packages include:

- a. Analog, Digital Voice channels or Primary Rate ISDN Voice channels (8-22)
- b. Dedicated Internet Access (128K-768K)
- c. Shared Web Hosting (200 MB space and 30 email boxes)
- d. 1FB for out-of-band monitoring
- e. CPE Maintenance Package
- f. Inter-office facilities up to 75 miles
- g. Customer Premise Equipment

Subscribers who purchase BellSouth® Integrated Solutions by signing a twenty-four (24) month agreement will receive package rate starting at six hundred thirty nine dollars (\$639) and a three thousand (\$3,000) installation charge. Subscribers who purchase BellSouth® Integrated Solutions by signing a thirty-six (36) month or greater agreement will receive a package rate of six hundred thirty-nine dollars (\$639) and a waiver of installation charges (as defined in Section A4 of BellSouth's Tariff). Additional components below may be added by SECONDISSION of KENDOCKY CHARGE and additional charge:

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PURSUANT TO 807 KAR 5-011 SECTION 9 (1) anas le Dorn. EXECUTIVE DIRECTOR

Thomas M. Dorman December 18, 2003 Page 2 of 3

- a. Additional voice channels (available in 64K increments)
- b. Additional data channels (available in 2-channel increments)
- c. For T-1 option only: Call Forwarding Business Line, Call Forwarding Don't Answer, Call Transfer, Call Waiting, Hunting, Three-Way Calling, 30 Code Speed Calling, Call Forwarding Variable, Remote Activation of Call Forwarding, Caller ID Name and Number Deliver, (w/Anonymous Call Rejection), Repeat Dialing (*66), Call Return (*69), Message Waiting-Stutter Dial Tone, and Message Waiting-Audio/Visual.
- d. Direct Inward Dialing
- e. Frame Relay Additional Permanent virtual Circuits (PVCs) (as available)
- f. Non-recurring and recurring charges will apply for these additional add-on components.

Additional provisions and specific limitations of this promotion are as follows:

- 1. This promotion is available to new and existing business customers who meet all the eligibility requirements
- 2. Participating customers must sign a term agreement between January 2, 2004 and March 31, 2004 in order to participate. Following this promotion window, customers will not be allowed to enroll in this promotion or receive promotion rewards.
- 3. Promotion rewards will appear as a credit in the Other Charges & Credits section of the Subscriber's bill in a subsequent billing period, usually within one (1) to two (2) billing cycles.
- 4. BellSouth will not combine this promotion with any other promotion, program or Contract Service Arrangement offered by BellSouth.
- 5. Customers who have this Bellsouth® Integrated Solutions promotion may not participate in the Key Customer Program, BellSouth® Simple Savings, BellSouth® Business Winning Rewards, BellSouth Premium Rewards program, BellSouth® Welcoming Rewards, or Volume and Term.
- 6. BellSouth® Bandwidth Advantage subscribers are eligible for this promotion.
- 7. All term election agreements must be signed by March 31, 2004.
- 8. Moves to an existing account (inside or outside) will incur an additional non-recurring charge of three thousand dollars (\$3,000) (\$1,500 regulated, \$1,500 non-regulated).
- 9. Voice additions/changes will incur a one hundred-dollar (\$100) per order non-recurring charge (regulated).
- 10. Data additions/changes will incur a five hundred-dollar (\$500) per order non-recurring charge (regulated).
- 11. Any additions or changes that require CPE change will incur a one thousand (\$1000) PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) hanco le Dorn. XECUTIVE DIRECTOR

Thomas M. Dorman December 18, 2003 Page 3 of 3

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- 12. Voice features additions/changes will incur a twenty-dollar (\$20) per order non-recurring charge.
- 13. This promotion is only available to subscribers where BellSouth offers service and where facilities are available.
- 14. Applicable taxes and fees will be based on the full retail price of all products and services. No taxes or fees will be added to the amount of any reward under this program.
- 15. There is a limit of one reward on the same account, at the same address, and in the same name.
- 16. Existing contracts may not be re-negotiated in order to receive this promotion unless otherwise specified.
- 17. BellSouth may modify or terminate this promotion at any time.
- 18. In the event a customer terminates the term election agreement, the customer must pay a charge for the number of months remaining on such agreed upon term. This termination charge will appear on the customer's final bill as a charge in the Other Charges & Credit section. Payment of the termination charge does not release the customer from other previous amounts owed to BellSouth. In addition, the customer must reimburse all rewards received under this promotion.

An analysis of the rates and costs for the two options is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

PURSUANT TO 807 KAR 5:013 SECTION 9 (1) EXECUTIVE DIRECTOR

Revenue and Cost Summary (Typical)

36 Months

MegaLink ® Option:

PRI Option:

24 Months

24 Months

36 Months

Revenue:

Cost:

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Contribution:

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) Lanas L. Dow_ EXECUTIVE DIRECTOR BY

764-1521



Regulatory & External Affairs

Tony Taylor

Director

December 18, 2003

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

DEC 1 & 2003

Re: 64-1521

Dear Mr. Dorman:

On November 19, 2003, we notified you of our intentions to offer the 2004 Key Customer promotion to small business customers. During the promotional period of January 2, 2004 through December 31, 2004, small business customers who are served from specified competitive wire centers, and who sign a service agreement of twenty-four (24) or thirty-six (36) months, will receive rewards in the form of credits on their bills. Promotion participants who add services during the promotional period will also receive waivers of line connection charges associated with those additions.

Specific provisions and limitations of this promotion are as follows:

- This promotion is available to existing BellSouth business customers subscribing to local exchange service.
- Monthly BellSouth charges for subscriber's location must be seventy-five dollars (\$75) to three thousand dollars (\$3,000) (excluding Hunting, Analog Private Line, BellSouth® Primary Rate ISDN, BellSouth® Integrated Solutions, BellSouth® Frame Relay service, and BellSouth® MegaLink® service revenue) to receive the rewards.
- The customer's location must be located in one of the following wire centers:
 - Louisville: Armory Place, Westport Road, St. Matthews, Bardstown Road, Okolona, Beechmont, Six-Mile Lane, Jeffersontown, Anchorage, Third Street, Valley Station, 26th Street, Shively, Crestwood, Fern Creek, Harrods Creek; Bowling Green Main; Paducah: Main, Lone Oak, Reidland; Owensboro; Corbin; Richmond; Hopkinsville; Frankfort: Main, East; Henderson; Mayfield; Winchester; Bardstown; Murray; Shelbyville; Georgetown; Madisonville; Danville; Franklin; Mt. Sterling; Benton; Cynthiana; Prestonsburg; Pikeville Main; Paintsville; Maysville; Middlesboro; Oak Grove; Lagrange; Paris; Whitesburg; Russellville; Lawrenceburg; Stanton; MidganGEW/CECOMMAS, Cadiz; Harlan; Eddyville; Williamsburg.

All BellSouth marks contained herein are owned by Bellsouth Intellectual Moberty Corporation

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) Thanas & Dorn EXECUTIVE DIRECTOR

Thomas M. Dorman December 18, 2003 Page 2 of 4

- BellSouth® Complete Choice® for Business Package subscribers are not eligible to receive the Hunting reward.
- Customers must sign a twenty-four (24) month or thirty-six (36) month term election agreement to receive the rewards.
- Customers will earn for each such month of the term a reward in an amount equal to the applicable reward percentage times the customer's monthly billed BellSouth regulated charges; in addition, if applicable, the customer will earn for each month of the term a reward for Grouping (Hunting) Service equal to the applicable reward percentage times the customer's hunting charge.
- Reward: Specified percentage of the customer's regulated total billed revenue (TBR) (charges to the customer) from the General Subscriber Service Tariff and Private Line Service tariffs.

Monthly Billed BellSouth Regulated Charges	24 Month	36 Month
\$75-\$3000	10%	15%
Hunting Reward	50%	100%

- The monthly total billed BellSouth regulated charges consists of end-user monthly billed BellSouth regulated charges at qualifying locations excluding: non-promotion services, non-regulated charges, other fees, taxes, late payment charges, charges billed pursuant to federal or state access service tariffs, charges collected on behalf of municipalities (including, but not limited to services for 911 service and dual party relay services), and charges for services provided by other companies.
- Customers that participate in the promotion and also subscribe to new service during the promotional period will not be billed for the line connection charges associated with the service order. This will include the Line Connection Charge (first and additional lines, line equivalents, and trunks) as described in A4 of BellSouth's Tariff.
- Customers with multi-locations that are billed to other numbers or CLUB billed may have all locations participate as long as one location in an eligible location meets the revenue requirement.
- Should the customer's charges decrease below seventy-five dollars (\$75), the customer will not receive the reward until the customer's monthly charges meet this minimum TBR amount of seventy-five dollars (\$75).
- Should the customer's charges exceed the three thousand dollar (\$3,000) threshold, the customer will only receive the maximum reward allowed under this promotion for monthly charges up to three thousand dollars (\$3,000).

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

PURSUANT TO 807 KAR 5-011 SECTION 9 (1) Thango & Dorn. EXECUTIVE DIRECTOR

Thomas M. Dorman December 18, 2003 Page 3 of 4

- The reward will appear as a credit in the Other Charges & Credits section of the customer's bill in either the current or a subsequent billing period usually within one or two billing cycles. Participation in the promotion begins on the date the customer commits to a term election and BellSouth accepts (unless voided by BellSouth). Depending on the customer's billing cycle, the term may begin in the current month or the month following, or the billing cycle that BellSouth completes the subscriber's term election agreement order. The customer will earn for each such month of the term a reward in an amount equal to the applicable reward percentage times customer's monthly billed BellSouth regulated charges; in addition, if applicable, the customer will earn for each month of the term a reward for Hunting Service equal to the applicable reward percentage times the subscriber's hunting charge.
- In the event the customer terminates the term election agreement, the customer agrees to pay liquidated damages to BellSouth as provided below based upon the number of months remaining on the term, plus any special promotional rewards received. These charges will appear on the customer's final bill as a charge in the Other Charges & Credits section. Payment of this charge does not release the customer from other previous amounts owed to BellSouth.

Monthly Billed BellSouth Regulated Charges at time	Set charge to be multiplied by number of months remaining on			
of enrollment	term after disconnect			
\$75 - \$3,000	\$30			

- Customers with BellSouth® Centrex service, BellSouth® MultiServ® Service and BellSouth® ESSX® service with Secondary Location Addresses not meeting the per location revenue requirement may have all locations participate as long as they are billed under the same account and at least one location is located in a specified wire center.
- Once enrolled, if the customer moves to a location outside the specified wire center, the term election agreement will continue throughout the remaining term.
- Unless the customer notifies BellSouth in writing of its intent not to renew for another like Term under the Promotion at least sixty days (60) prior to expiration, then upon expiration of the initial Term, the Agreement shall be automatically renewed for the same Term initially selected.
- Applicable taxes and fees will be based on the full tariff price of all products and services, and no taxes or fees will be added to the amount of any reward under this promotion.
- The term election is subject to and controlled by the provisions of BellSouth's lawfully filed tariffs, including any changes therein as may be made from time to time.
- Customers with aggregate annual billing, per state of BellSouth services exceeding thirty-six thousand dollars (\$36,000) at the time of enrollment, are not eligible to participate in this promotion.
- Rewards as well as hunting rewards (for Hunting service) apply only to monthly for a billed BellSouth regulated charges within a state, not across states.
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PURSUANT TO 807 KAR 5:011 SECTION 9 (1) Chonco La Source EXECUTIVE DIRECTOR Thomas M. Dorman December 18, 2003 Page 4 of 4

- BellSouth® Complete Choice® for Business Package subscribers may participate in the promotion but are not eligible to receive the additional hunting reward.
- Analog Private Line, BellSouth® Primary Rate ISDN, BellSouth® Integrated Solutions T-1, BellSouth® Frame Relay service, and BellSouth® MegaLink® services will not be included in qualifying revenue under this promotion or entitled to rewards for the related revenues.
- Except as provided below, customers participating in Contract Service Agreements, BellSouth® Complete Choice® for Business Term Plan, Welcome Back Win Back, Full Circle, Advantage Plus, Hunting Promotion, Simple Solutions, Simple Savings or any previous Key Customer Promotion (where available) are not eligible to participate in this promotion.
- However, customers currently participating under an existing BellSouth Small Business Promotion local exchange term election agreement may migrate to this promotion without incurring any termination liability from the existing promotion if the customer has twelve (12) months or less remaining under the existing term election agreement for local exchange services with BellSouth, and the customer agrees to another BellSouth Small Business local exchange term election agreement that provides for an equal or greater number of business access lines than under their existing local exchange term election agreement. The new local exchange service term agreement will be based upon monthly business access line rates in effect at the time the new local exchange service term election agreement is effective.
- BellSouth may terminate this promotion at any time; provided, however, that customers participating in the promotion will continue to receive this promotion for the remaining term of their term election agreements.

An estimate of the revenue and cost effect of this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

Tony Taylor

PUBLIC SERVICE COMMISSION OF KENTUCKY REFECTIVE

JAN 0 2 2004

EXECUTIVE DIRECTOR

Revenue and Cost Summary (Annual)

Revenue:

Cost:

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Recurring Non-Recurring

Total Cost

Contribution:

T64-1518

BELLSOUTH

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203

Tony.Taylor@bellsouth.com

502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

December 22, 2003

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 64-1518

Dear Mr. Dorman:

On November 19, 2003, and again on December 17, 2003, we notified you of a new promotion called BellSouth [®] Business Smart Start that we intend to offer to business customers. During the promotional period of January 2, 2004 through June 30, 2004, business customers who subscribe to basic exchange service or PBX Trunk service on a term agreement of 12 months or more will receive a waiver of installation charges and discounts on the monthly recurring charges for these services and for Grouping (Hunting) service that vary in amounts by the length of the contract chosen.

In addition to the provisions and limitations for the promotion identified in our December 17, 2003 filing, please add the following limitation:

- This promotion is limited to subscribers with three (3) to ten (10) lines.

Thank you for your consideration. We apologize for any inconvenience this request may cause the Commission or staff.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

PUBLIC SERVICE COMMISSION Very truly yours, OF KENTUCKY EFFECTIVE JAN () 2 2004 PURSUANT TO 807 KAR 5:011 SECTION 9 (1) no le Dou EXECUTIVE DIRECTOR

T64-1518



BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203

Tony.Taylor@bellsouth.com

502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

December 17, 2003

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 64-1518

Dear Mr. Dorman:

On November 19, 2003, we notified you of a new promotion called BellSouth [®] Business Smart Start that we intend to offer to business customers. During the promotional period of January 2, 2004 through June 30, 2004, business customers who subscribe to basic exchange service or PBX Trunk service on a term agreement of 12 months or more will receive a waiver of installation charges and discounts on the monthly recurring charges for these services and for Grouping (Hunting) service that vary in amounts by the length of contract chosen.

The specific provisions and limitations of this promotion are as follows:

- 1. This promotion is available to new and existing business customers who meet all the eligibility requirements.
- 2. Participating customers must sign a term agreement between January 2, 2004 and June 30, 2004 in order to participate. Following this promotion window, customers will not be allowed to enroll in this promotion or receive promotion rewards. This promotion is available for resale for the duration of this enrollment period.
- 3. Customers who purchase a new basic exchange line (1FB) or PBX Trunk by signing a term agreement will receive percentage rewards as defined below:

Twelve (12) Month	Promotion Rewards SERVICE COMMISS			
Contract Term Length	OF KENTUCKY			
1. Installation charges (as d	efined in BellSouth's A4 Tariff) will be waived			
2. A fifteen percent (15%) monthly reward on recurring charges $\Delta N \approx 2$				
3. A fifty percent (50%) monthly reward off the normal cost of Hunting				
	PURSUANT TO 807 KAR 5:011 SECTION 9 (1)			
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EXECUTIVE DIRECTOR

Thomas M. Dorman December 17, 2003 Page 2 of 3

Twenty-four (24) Month Contract Term Length			Pr	omotion Rev	vard	S		
1. Installation charge waived,	es (as	defined	in	BellSouth's	A4	Tariff)	will	be

- 2. A twenty percent (20%) monthly reward on recurring charges
- 3. A fifty percent (50%) monthly reward off the normal cost of Hunting

Thirty-six (36) Month Contract Term Length

Promotion Rewards

- 1. Installation charges (as defined in BellSouth's A4 Tariff) will be waived,
- 2. A twenty-five percent (25%) monthly reward on recurring charges
- 3. A one hundred percent (100%) monthly reward off the normal cost of Hunting
- 4. Promotion rewards will appear as a credit in the Other Charges & Credits section of the Subscriber's bill in a subsequent billing period, usually within one (1) to two (2) billing cycles.
- 5. Unless otherwise specified, BellSouth will not combine this promotion with any other promotion, program or Contract Service Arrangement offered by BellSouth.
- 6. This promotion is only available to customers where there is a minimum of ten (10) locations operating under the same name.
- 7. This promotion is only available to customers where BellSouth offers service and where facilities are available.
- 8. Applicable taxes and fees will be based on the full retail price of all products and services. No taxes or fees will be added to the amount of any reward under this program.
- 9. There is a limit of one reward on the same account, at the same address, and in the same name.
- 10. Existing contracts may not be re-negotiated in order to receive this promotion unless otherwise specified.
- 11. BellSouth may modify or terminate this promotion at any time.
- 12. In the event a participating customer terminates a term election agreement, the customer must pay a charge for the number of months remaining on such agreed upon term. This termination charge will appear on the customer's final bill as a charge in the Other Charges & Credit section. Payment of the termination charge does not release the customer from other previous amounts owed to BellSouth. In addition, the customer must reimburse all rewards received under this promotion.

PUBLIC SERVICE COMMISSION

An estimate of the revenue and cost effect expected from this promotion is $\frac{\text{EFECTIVE}}{\text{Interval}}$ Please see the enclosed petition for confidential treatment of sensitive competitive information JAN 0.22004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) anas le Dore EXECUTIVE DIRECTOR

Thomas M. Dorman December 17, 2003 Page 3 of 3

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

Jui Tiptor for

Tony Taylor

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

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PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR BY

Revenue and Cost Summary

Revenue:

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Recurring

Total Revenue

Cost:

Recurring Non-recurring

Total Cost

Contribution:

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

JAN 6 2 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) BY Change U. Down

764-1516

BELLSOUTH

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

Tony.Taylor@beilsouth.com

December 19, 2003

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 64-1516

Dear Mr. Dorman:

On November 19, 2003, we notified you of a promotion called BellSouth Select ® Welcome Bonus that we intend to offer to business customers. During the promotional period of January 2, 2004 through March 31, 2004, business customers who join the BellSouth Select ® Business program and sign an agreement for BellSouth ® Complete Choice ® for Business service or BellSouth ® Simple Savings will receive a one-time Select bonus point reward.

Specific provisions and limitations for this promotion are as follows:

- 1. This promotion is available to new and former business subscribers who meet all the eligibility requirements outlined in this promotion description. Existing BellSouth Select® members who are adding a new location under the BellSouth Select® Welcome Bonus promotion will also be eligible for this promotion provided they meet all the other named criteria.
- 2. Participating customers must sign a term agreement between January 2, 2004 and March 31, 2004 in order to participate in this promotion. Following this promotion window, customers will not receive promotion rewards.
- 3. Participating customers who purchase BellSouth® Complete Choice® for Business or Simple Savings by signing a twenty-four (24) month or thirty-six (36) month or greater agreement and join the BellSouth Select® Business program will receive a one-time (1) reward of BellSouth Select® bonus points as described in the chart on the next page:
 DIRE IC SERVICE COMMISSION

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PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR

Thomas M. Dorman December 19, 2003 Page 2 of 3

Customer Total Billed Revenue Per Month	Number of BellSouth Select® Points Awarded	Cash Value of Reward			
\$100 - \$250	2,000	\$50			
\$251 - \$500	5,000	\$125			
\$501 +	10,000	\$250			

- 4. Promotion rewards and the customer's account balance can be checked by visiting the BellSouth Select® Business program web site <u>www.bellsouthselectbusiness.com</u>, by calling the Select Service Center, or through a BellSouth Select® Business® Program quarterly balance statement.
- 5. Bonus points will be applied to the customer's BellSouth Select® Business program account balance within six (6) to eight (8) weeks after the customer signs the term agreement and enrolls in the BellSouth Select® Business program.
- 6. Customers must qualify for and enroll in BellSouth Select® Business program during the promotion period named above.
- 7. BellSouth will not combine this promotion with any other promotion, program or Contract Service Arrangement offered by BellSouth, except for the New BellSouth® Complete Choice® for Business Promotion and Simple Savings.
- 8. This promotion is only available to customers where BellSouth offers service and where facilities are available.
- 9. Customers who have total billed revenue of less than one hundred dollars (\$100) per month are not eligible for this promotion.
- 10. Applicable taxes and fees will be based on the full retail price of all products and services. No taxes or fees will be added to the amount of any reward under this program.
- 11. There is a limit of one reward on the same account, at the same address, and in the same name.
- 12. Existing contracts may not be re-negotiated in order to receive this promotion unless otherwise specified.
- 13. All BellSouth® Select Business program bonus points awarded for this promotion shall be redeemable consistent with the terms and conditions of the BellSouth Select® Business program.
- 14. Further information concerning the BellSouth Select® Business Program is available at <u>www.bellsouthselectbusiness.com</u>. In the event of a conflict between any information set forth in the referenced web site and this filing, the terms and conditions to the commission of the prevail.
- 15. BellSouth may terminate or modify this promotion at any time.

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PURSUANT TO 807 KAR 5:011 SECTION 9 (1) 34 Chonas (1) Orange EXECUTIVE DIRECTOR

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Thomas M. Dorman December 19, 2003 Page 3 of 3

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An estimate of the revenue and cost effect of this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours, Tony Taylor

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PURSUANT TO 807 KAR 5:011 SECTION 9 (1) Chanco La Dorn Β١

Revenue and Cost Summary (Annual)

Revenue:

Cost:

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Recurring Benefits

Total Cost

Contribution:

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR ΒY

T69-1515



BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

December 17, 2003

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 64-1515

Dear Mr. Dorman:

On November 19, 2003, we notified you of a promotion of additional lines that we intend to offer to small business customers. During the promotional period of January 2, 2004 through March 31, 2004, small business customers who add additional lines on a term agreement will receive a waiver of the line connection charges and a one-time \$100 bill credit.

Specific provisions and requirements for this promotion are as follows:

- 1. This promotion is available to existing business customers who meet all the eligibility requirements.
- 2. Participating customers must have or sign a term agreement between January 2, 2004 and March 31, 2004 in order to participate. Following this promotion window, customers are not allowed to enroll in this promotion or receive promotion rewards. This promotion is available for resale for the duration of this enrollment period.
- 3. Existing subscribers that have or sign a term agreement and purchase additional lines will receive a waiver of line connection charges (as defined in Section A4 of BellSouth's Tariff) for all lines added plus a one (1) time bonus of a one hundred dollar (\$100) bill reward.
- 4. Unless otherwise specified, BellSouth will not combine this promotion with any other promotion, program or Contract Service Arrangement offered by BellSouth.
- 5. This promotion is only available to customers where BellSouth offers service and where facilities are available.
- 6. Applicable taxes and fees will be based on the full retail price of all products and wervices. No taxes or fees will be added to the amount of any reward under this programmer the programmer of the product of the
- 7. There is a limit of one bill reward on the same account, at the same address, and in the same name.

PURSUANT TO 807 KAR 5:015 SECTION 9 (1) BY Laws (1) March 10 EXECUTIVE DIRECTOR

Tony Taylor@bellsouth.com

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Thomas M. Dorman December 17, 2003 Page 2 of 2

- 8. Existing contracts may not be re-negotiated in order to receive this promotion unless otherwise specified.
- 9. BellSouth may modify or terminate this promotion at any time.
- 10. In the event a participant terminates a term election agreement, the customer must pay a charge for the number of months remaining on such agreed upon term. This termination charge will appear on the customer's final bill as a charge in the Other Charges & Credit section. Payment of the termination charge does not release the customer from other previous amounts owed to BellSouth. In addition, the customer will reimburse all rewards received under this promotion.

An estimate of the revenue and cost effect expected from this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours, Typton for

Tony Taylor

PUBLIC SERVICE COMMISSION OF KENTUCKY FFFFCTIVE

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) able Dou. EXECUTIVE DIRECTOR

Revenue and Cost Summary

Revenue:

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Recurring Revenue

Total Revenue

Cost:

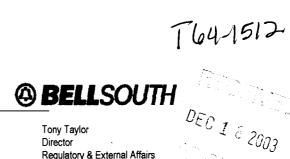
Recurring Cost Waived Non-recurring Charges Benefit

Total Cost

Contribution:

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR 8)



BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203

502-582-2164 FAX 502-582-8667 Regulatory & External Affairs

Tony.Taylor@bellsouth.com

December 18, 2003

Thomas M. Dorman **Executive Director** Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Dear Mr. Dorman:

On November 18, 2003, we notified you of a promotion that we intend to offer to residence customers. During the promotional period of January 2, 2004 through December 26, 2004, residence customers who switch to BellSouth from another local service provider and subscribe to either BellSouth ® Complete Choice ® service or BellSouth ® Preferred Pack (SM) plan service will receive a \$25 gift card.

Specific provisions and limitations of this promotion are as follows:

- 1. Participating customers must either not currently have local service with BellSouth or not have service with BellSouth on one or more of their existing lines, including the line on which the service qualifying for this promotion will be provisioned.
- 2. Participating customers must have local service or equivalent (wireless in lieu of wire-line) at the same local service address on one or more of their existing lines from another provider.
- 3. Participating customers must request service at the same address and in the same name, unless the customer is planning an imminent move from one address in BellSouth territory to another address in BellSouth territory within 30 days of responding to the offer. In the case of an imminent move, the BellSouth service representative can offer the customer the promotion and place the order at the new address.
- 4. Participating customers must have not had local service with BellSouth for at least ninety-one (91) days prior to the new service connection date, or must have never been a Bellsouth customer and currently have service with another provider.
- 5. Participating customers must place their orders on or before 12/26/04.
- 6. This offer is valid for only one (1) service line at the intended local service address.
- 7. Participating customers must place their orders through a BellSouth business office, outbound PUBLIC SERVICE telemarketing vendor, or alternate channels as indicated. OF KENTUCKY EFFECTIVE

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PURSUANT TO 807 KAR 5-011 SECTION 9 (1) have 100 EXECUTIVE DIRECTOR

Thomas M. Dorman December 18, 2003 Page 2 of 2

- 8. Participating customers must fill out a coupon and mail the coupon to a specified address by a specified date in order to receive the gift card.
- 9. Once a customer completes the above requirements they will receive the gift card. If the customer cancels or discontinues the qualifying service prior to fulfillment, he will be ineligible for the gift card.
- 10. BellSouth may discontinue or modify this promotion at any time.
- 11. Customers must have the eligible services on their new service order (N) in order to receive the promotional offer.
- 12. This offer may be combined with cash back offers or other promotional offers on the same services, as such offers may be concurrently available from time to time, provided that the Company may prohibit the combination of this promotion with any other promotion, at the Company's discretion.

An analysis of the rates and costs associated with this promotion, as well as with this promotion combined with other promotional offers, is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

ery truly yours, my ten

Tony Taylof

PUBLIC SERVICE COMMISSION OF KENTUCKY FFFECTIVE

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) ECUTIVE DIRECTOR

Reacquisition - \$25 Gift Card (leads of 91+ days)

Attachment Page 1 of 1 <u>EDITED</u>

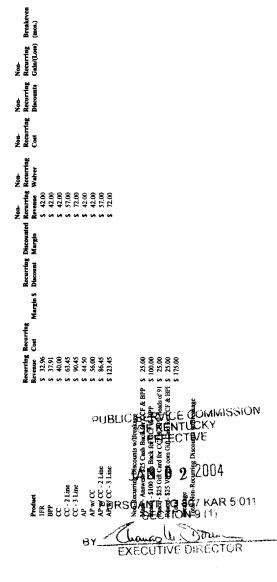
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 Product
 Non Non

Combined Offers for Existing Subscribers

						Non-	Non- Non- Non-		Non-	
	Recurring	Kecurring		Recurring	Discounted	Recurring	Recurring	ĝ	Recurring	Breakeven
Product	Revenue	Cot	Margin S	Discount N	Margin	Revenue	Cost		Gain/(Lons)	(moa.)
IFR	\$ 22.96					\$ 42.00				
BPP	16.75 8					\$ 42.00				
8	\$ 40.00					S 42.00				
CC - 2 Line	\$ 63.45	S 63.45				\$ 57.00				
CC - 3 Line	S 90.45					\$ 72.00				
AP	\$ 44.50					S 42.00				
AP w/ CC	S 56.00					\$ 42.00				
AP w/ CC - 2 Line	\$ 86.45					\$ 57.00				
AP w/ CC - 3 Line	\$ 123.45					S 72.00				

Combined Offers for New Subscribers



T64-151



BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203

Tony.Taylor@bellsouth.com

502-582-2164 FAX 502-582-8667 Tony Taylor Director **Regulatory & External Affairs**

December 18, 2003

Thomas M. Dorman **Executive Director** Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

DEC 1 8 2003

Re: 64-1511

Dear Mr. Dorman:

On November 18, 2003, we notified you of a new wireless retention promotion that we intend to offer to residence customers. This promotion has now been named the Consumer Wireless During the promotional period of January 2, 2004 through Combined Bill Reward Offer. December 27, 2004, residence customers who also subscribe to Cingular Wireless Service and combine their BellSouth and Cingular Wireless bills will receive a 10% discount off their Cingular Wireless plan. The offer is limited to Cingular Wireless Plans up to \$99.99.

Specific provisions and limitations of this promotion are as follows:

- 1. Services included in this promotion are:
 - Basic Exchange service (1FR) plus 2 Features •
 - Area Plus® service •
 - BellSouth® Complete Choice® service family of products •
 - **Cingular Wireless service** •
- 2. Participating customers must currently subscribe to both BellSouth landline service with a minimum of a 1FR plus 2 features and have an active Cingular Wireless account.
- 3. The following features are exempt and do not qualify towards the 1FR + 2 features minimum: Call Forwarding Busy Line, Call Forwarding Don't Answer, Message Waiting Indicator, *98. PUBLIC SERVICE COMMISSION

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PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR

Thomas M. Dorman December 18, 2003 Page 2 of 2

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- 4. The offer will allow the customer to either move to a BellSouth® AnswersSM wireless plan that will include a 10% discount off the customer's new Cingular monthly recurring charge or to receive a discount off their existing Cingular Wireless plan's monthly recurring charge if they would be willing to allow BellSouth to combine their bills for the local and wireless services that are offered.
- 5. BellSouth may discontinue or modify this promotion at any time.

An analysis of the rates and costs associated with this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

©UBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) ijour BY FXECUTIVE DIRECTOR

Attachment Page 1 of 1 EDITED

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Wireless Combined Bill Offer

Non- Recurring Recurring Recurring Bevenue Cost Margin & Discount Bevenue
COSt
22.96
\$ 90.45
\$ 123.45

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

JAN 0 2 2004

PURSUANT TO 807 KAR 5.011 SECTION 9 (1) Choncy (1) Optimised EXECUTIVE DIRECTOR BY.

164-1510



Tony Taylor Director Regulatory & External Affairs

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

December 18, 2003

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 64-1510

Dear Mr. Dorman:

On November 18, 2003, we notified you of a new promotion called the BellSouth & Classic Choice (SM) Promotion that we intend to offer to small business customers. During the promotional period of January 2, 2004 through June 30, 2004, small business customers will be offered a choice of three options at reduced monthly rates for ninety (90) days. The discounted optional services are: (1) Caller ID Deluxe service, (2) BellSouth & Memory Call & - Answering Service Deluxe Voice Messaging Service and Voice Mail Companion Services Package, and (3) Call Waiting service.

Specific provisions and limitations for this promotion are as follows:

- 1. This promotion is available to existing BellSouth business customers subscribing to local exchange service.
- 2. Participating customers must have one (1) ten (10) lines per location.
- 3. Participating customers must choose only one (1) optional service per location.
- 4. Participating customers will receive for a ninety-day (90) period their choice of one of the following BellSouth services at a reduced monthly rate.

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JAN 6 2 2004

Thomas M. Dorman December 18, 2003 Page 2 of 3

BellSouth Service	Reduced Monthly Rate
Caller ID Deluxe	\$1.99
BellSouth® Memory Call® – Answering Service Deluxe Voice Messaging Service; and Voice Mail Companion Services Package	\$4.99
Call Waiting	\$.99

- 5. Participating customers who sign up to participate as Automatic Bill Payment (recurring echeck) customers will continue to receive the optional service at the reduced rate for an additional twelve (12) months.
- 6. Participating customers will not be billed for the secondary service order charges and installation for BellSouth® MemoryCall® service associated with their service orders, where applicable.
- 7. If a participating customer does not sign up for the Automatic Bill Payment within ninety (90) days after installation of the selected optional service, the optional service selected will be charged at the full tariff month-to-month rates.
- 8. In the event a customer discontinues participating in Automatic Bill Payment (recurring echeck) during the additional twelve (12) months period (continuing to receive the optional service at the reduced rate) the optional service will begin billing at the regular tariff rate.
- 9. The optional service chosen may be on each line at the subscriber's location.
- 10. BellSouth may terminate this promotion at any time; provided, however, that subscribers participating in the program will continue to receive this promotion for the remaining term of their term election agreement.
- 11. Customers cannot currently have the optional service chosen at the time of enrolling in the BellSouth® Classic ChoiceSM Promotion.
- 12. BellSouth® Complete Choice® for Business package subscribers cannot participate in this promotion.
- 13. Subscribers participating in Contract Service Arrangements, BellSouth® Complete Choice® for Business Term Plan, Welcome Back Win Back, Full Circle, Advantage Plus, Hunting Program, Simple Solutions, Simple Savings or any Key Customer Program (where available) are not eligible to participate in this promotion SERVICE COMMISSION FFECTIVE

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) Lines U. Down

Thomas M. Dorman December 18, 2003 Page 3 of 3

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An estimate of the revenue and cost impact of this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Yery truly yours, Tony Taylor

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) Chanco (h. Dow_____ BY

Attachment Page 1 of 1 <u>EDITED</u>

Revenue and Cost Summary

Revenue:

Cost:

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Recurring Non-Recurring

Total Cost

Contribution:

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

BY EXECUTIVE DIRECTOR

764-1509

BELLSOUTH

Regulatory & External Affairs

Tony Taylor

Director

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

December 18, 2003

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

RECEIVED

DEC 1 8 2003

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Re: 64-1509

Dear Mr. Dorman:

On November 18, 2003, we notified you of a promotion of Frame Relay service called BellSouth ® Fetching Frame Relay Promotion that we intend to offer to business customers. During the promotional period of January 2, 2004 through March 31, 2004, business customers who subscribe to Frame Relay service with a signed agreement will receive a waiver of installation charges and a waiver of the first month's recurring charge.

Specific provisions and limitations of this promotion are as follows:

- 1. This promotion is available to new and existing business customers who are installing new Frame Relay service or upgrading their existing service to either a higher Sub-Rate T-1 speed or to full T-1 speed. Customers must also meet all the eligibility requirements outlined in this promotion description.
- 2. Participating customers must sign a term agreement between January 2, 2004 and March 31, 2004 in order to participate. Following this promotion window, customers will not be allowed to enroll in this promotion or receive promotion rewards. This promotion is available for resale for the duration of this enrollment period.
- 3. Customers who purchase Bellsouth® Frame Relay service by signing a twenty-four (24) month or greater agreement will receive a waiver of installation charges (as defined in Section A4 of BellSouth's Tariff) and a waiver of the first month's recurring charges.
- 4. Specific Bellsouth® Frame Relay service features included in this promotion are:
 - a. Sub-rate Frame Relay (256 kbps 1152 kbps)
 - b. Full T-1

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PURSUANT TO 807 KAR 5:011 SECTION 9 (1) havas & Dore. EXECUTIVE DIRECTOR

Thomas M. Dorman December 18, 2003 Page 2 of 2

- 5. Promotion rewards will appear as a credit in the Other Charges & Credits section of the customer's bill in a subsequent billing period, usually within one (1) to two (2) billing cycles.
- 6. BellSouth will not combine this promotion with any other promotion, program or Contract Service Arrangement offered by BellSouth.
- 7. This promotion is only available to customers where BellSouth offers service and where facilities are available.
- 8. Applicable taxes and fees will be based on the full retail price of all products and services. No taxes or fees will be added to the amount of any reward under this program.
- 9. There is a limit of one reward on the same account, at the same address, and in the same name.
- 10. Existing contracts may not be re-negotiated in order to receive this promotion.
- 11. BellSouth may modify or terminate this promotion at any time.
- 12. In the event a customer terminates the term election agreement, the customer must pay a charge for the number of months remaining on such agreed upon term. This termination charge will appear on the customer's final bill as a charge in the Other Charges & Credit section. Payment of the termination charge does not release the customer from other previous amounts owed to BellSouth. In addition, the customer shall reimburse all rewards received under this promotion.
- 13. In the event the customer terminates the term election agreement prior to the selected term, the customer must reimburse BellSouth for all rewards received prior to the date of such termination. Should the customer terminate the service purchased under this agreement before the term expires for reasons other than BellSouth's material breach, the customer shall reimburse BellSouth for the installation and monthly recurring charges that were waived for the affected services as part of this promotion and shall pay any other applicable termination charges as described in A2.4.10 of BellSouth's Tariff. This charge will appear on the subscriber's final bill as a charge in the Other Charges & Credits section.

An estimate of the revenue and cost effect of this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

ery truly yours. PUBLIC SERVICE COMMISSION OF KENTUCKY Fony Tavlor FFFECTIVE

JAN 6 2 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) hanco (Down EXECUTIVE DIRECTOR

Attachment Page 1 of 1 <u>EDITED</u>

Revenue and Cost Summary (Annual)

Revenue:

Cost:

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Recurring Non-recurring

Total Cost

Contribution:

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

JAN @ 2 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR 87

164-1507

DEC 1 0 2003

BELLSOUTH

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

December 17, 2003

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 64-1507

Dear Mr. Dorman:

On November 18, 2003, we notified you of a promotion called BellSouth ® Primary Rate ISDN Advantage Plus Promotion that we intend to offer to business customers. During the promotional period of January 2, 2004 through March 31, 2004, business customers who subscribe to BellSouth ® Primary Rate ISDN service will receive the following waiver and discounts:

- a. Option 1 twelve (12) to twenty-three (23) month agreements will receive a waiver of installation charges (as defined in A4 of BellSouth's Tariff) and a "B" channel effective rate of nineteen dollars (\$19) per month per channel.
- b. Option 2 twenty-four (24) month to forty-eight (48) month agreements will receive a waiver of installation charges (as defined in A4 of BellSouth's Tariff) and a "B" channel effective rate of fifteen dollars (\$15) per month per channel.
- c. Option 3 forty-nine (49) to seventy-two (72) month agreements will receive a waiver of installation charges (as defined in A4 of BellSouth's Tariff) and a "B" channel effective rate of twelve dollars (\$12) per month per channel.

Specific provisions and limitations of this promotion are as follows:

- 1. This promotion is available to new and existing business customers who meet all the eligibility requirements.
- 2. Existing customers who are month-to-month, have an expired contract, or that have less than six (6) months remaining on their current contract are also eligible for this promotion. PUBLIC SERVICE COMMISSION

All BellSouth marks contained herein are owned by BellSouth Intellectual Property Oproration

JAN 0 2 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) hanco le Dorn. EXECUTIVE DIRECTOR

Tony.Taylor@bellsouth.com

Thomas M. Dorman December 17, 2003 Page 2 of 2

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- 3. Participating customers must sign a term agreement between January 2, 2004 and March 31, 2004 in order to participate. Following this promotion window, customers will no longer be allowed to enroll in this promotion or receive promotion rewards. This promotion is available for resale for the duration of this enrollment period.
- 4. Promotion rewards will appear as a credit in the Other Charges & Credits section of the Subscriber's bill in a subsequent billing period, usually within one (1) to two (2) billing cycles.
- 5. Unless otherwise specified, BellSouth will not combine this promotion with any other promotion, program or Contract Service Arrangement offered by BellSouth, except BellSouth Select[®], BellSouth[®] Business Winning Rewards, BellSouth[®] Business Premium Rewards and BellSouth[®] Business Rewards Plus.
- 6. This promotion is only available to customers where BellSouth offers service and where facilities are available.
- 7. Applicable taxes and fees will be based on the full retail price of all products and services. No taxes or fees will be added to the amount of any reward under this program.
- 8. There is a limit of one reward on the same account, at the same address, and in the same name.
- 9. Existing contracts may not be re-negotiated in order to receive this promotion unless otherwise specified.
- 10. BellSouth may terminate or modify this promotion at any time.
- 11. In the event a participating customer terminates a term election agreement, the customer must pay a charge for the number of months remaining on such agreed upon term. This termination charge will appear on the customer's final bill as a charge in the Other Charges & Credit section. Payment of the termination charge does not release the customer from other previous amounts owed to BellSouth. In addition, the customer shall reimburse all rewards received under this promotion.

An estimate of the revenue and cost effect of this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours, 1 car onv Taylor

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) EXECUTIVE DIRECTOR

Attachment Page 1 of 1 <u>EDITED</u>

Revenue and Cost Summary (2004)

Revenue:

Cost:

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Contribution:

PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) Change U. Dow-BY_

164-1506



BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203

502-582-2164 FAX 502-582-8667 Tony Taylor Director **Regulatory & External Affairs**

Tony.Taylor@bellsouth.com

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December 17, 2003

Thomas M. Dorman **Executive Director** Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 64-1506

Dear Mr. Dorman:

On November 18, 2003, we notified you of a promotion that we intend to offer to residence customers who return to BellSouth. During the promotional period of January 2, 2004 through December 26, 2004, residence customers who return to BellSouth from another local service provider and subscribe to either BellSouth ® Complete Choice ® service or BellSouth ® PreferredPack (SM) Plan service will receive a coupon for \$100 cash back.

Specific provisions and limitations of this promotion are as follows:

- 1. Services included in this promotion are:
 - BellSouth[®] Complete Choice[®] plan •
 - BellSouth[®] Complete Choice[®] Two-Line Plan package •
 - BellSouth[®] Complete Choice[®] Three-Line Plan package
 - Area Plus[®] with BellSouth[®] Complete Choice[®] plan •
 - Area Plus[®] Two-Line Plan package with BellSouth[®] Complete Choice[®] •
 - Area Plus[®] Three-Line Plan package with BellSouth[®] Complete Choice[®] •
 - •
 - BellSouth[®] PreferredPackSM plan BellSouth[®] PreferredPackSM plan for Voicemail
- 2. Participating customers must either not currently have local service with BellSouth or not have service with BellSouth on one or more of their existing lines, including the line on which the service qualifying for this promotion will be provisioned in SERVICE COMMISSION

OF KENTUCKY FFFECTIVE

All BellSouth marks contained herein are owned by BellSouth Intellectual Property Corporation

JAN 6 2 2004

PURSUANT TO 807 KAR 5:017 SECTION 9 (1) and lin **XECUTIVE DIRECTOR**

Thomas M. Dorman December 17, 2003 Page 2 of 3

- 3. Participating customers must have local service or equivalent (wireless in lieu of wire-line) at the same local service address on one or more of their existing lines.
- 4. A participating customer must request service at the same address and in the same name, unless the customer is planning an imminent move from one address in BellSouth territory to another address in BellSouth territory within 30 days of responding to the offer. In the case of an imminent move, the BellSouth service representative can offer the customer the promotion and place the order at the new address.
- 5. Participating customers must have not had local service with BellSouth for at least ten (10) days prior to the new service connection date to be eligible.
- 6. Participating customers must switch their local service to BellSouth and purchase any one of the following: BellSouth[®] Complete Choice[®] plan, BellSouth[®] Complete Choice[®] Two-Line Plan package, BellSouth[®] Complete Choice[®] Three-Line Plan package, Area Plus[®] with BellSouth[®] Complete Choice[®] plan, Area Plus[®] Two-Line Plan package with BellSouth[®] Complete Choice[®], Area Plus[®] Three-Line Plan package with BellSouth[®] Complete Choice[®], Area Plus[®] Three-Line Plan package with BellSouth[®] Complete Choice[®], Area Plus[®] Three-Line Plan package with BellSouth[®] Complete Choice[®], Area Plus[®] Three-Line Plan package with BellSouth[®] Complete Choice[®], Area Plus[®] Three-Line Plan package with BellSouth[®] Complete Choice[®], Area Plus[®] Three-Line Plan package with BellSouth[®] Complete Choice[®], Area Plus[®] Three-Line Plan package with BellSouth[®] Complete Choice[®], Area Plus[®] Three-Line Plan package with BellSouth[®] Complete Choice[®], BellSouth[®] PreferredPackSM plan, BellSouth[®] PreferredPackSM plan for Voicemail.
- 7. Participating customers must place their orders on or before 12/26/04.
- 8. This offer is valid for only one (1) service line at the intended local service address.
- 9. Participating customers must place their orders through a BellSouth business office, outbound telemarketing vendor, or alternate channels as indicated.
- 10. Participating customers must fill out a coupon and mail the coupon to a specified address by a specified date in order to receive the \$100 cash back.
- 11. Once customers complete the above requirements they will receive the \$100 cash back. If a customer cancels or discontinues the qualifying service prior to fulfillment, he will be ineligible for the cash back offer.
- 12. BellSouth may discontinue or modify this promotion at any time.
- 13. Participating customers must have the eligible services on their new service (N) order in order to receive the promotional offer.

PURSUANT TO 807 KAR 5:011 SECTION 9 (1)

Thomas M. Dorman December 17, 2003 Page 3 of 3

14. This offer may be combined with cash back offers or other promotional offers on the same services, as such offers may be concurrently available from time to time, provided that the Company may prohibit the combination of this promotion with any other promotion, at the Company's discretion.

An analysis of the rates and costs associated with this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

Typton for

Tony Taylor

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PURSUANT TO 807 KAR 5:011 SECTION 9 (1)

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Attachment Page 1 of 1 <u>EDITED</u>

Revenue and Cost Summary

				Nor	1-	Non-	Non-	Non-	
	Recurring	Recurring		Rec	urring	Recurring	Recurring	Recurring	Breakeven
Product	Revenue	Cost	Margin \$	Rev	/enue	Cost	Discounts	Gain/(Loss)	(mos.)
BPP	\$ 37.91			\$	42.00				
CC	\$ 40.00			\$	42.00				
CC - 2 Line	\$ 63.45			\$	57.00				
CC - 3 Line	\$ 90.45			\$	72.00				
AP w/ CC	\$ 56.00			\$	42.00				
AP w/ CC - 2 Line	\$ 86.45			\$	57.00				
AP w/ CC - 3 Line	\$ 123.45			\$	72.00				

Non-Recurring Discounts w/Breakage Reacq - \$100 Cash Back for CCF & BPP \$100.00 Breakage Total Non-Recurring Discounts w/Breakage

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PUBLIC SERVICE COMMISSION OF KENTUCKY EFFECTIVE

JAN 0 2 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1)

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T64-1505

BELLSOUTH

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203

502-582-2164 FAX 502-582-8667 Tony Taylor Director Regulatory & External Affairs

Tony.Taylor@bellsouth.com

December 17, 2003

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Dear Mr. Dorman:

On November 18, 2003, we notified you of a promotion that we intend to offer to residence customers. During the promotional period of January 2, 2004 through December 25, 2004, residence customers who switch to BellSouth from another local service provider and subscribe to either BellSouth ® Complete Choice ® service, BellSouth ® PreferredPack (SM) Plan service, or basic exchange service with at least one feature, will receive a waiver of the line connection charge.

Specific provisions and limitations for this promotion are as follows:

- Participating customers must either not currently have local service with BellSouth or not have service with BellSouth on one or more of their existing lines, including the line on which the service qualifying for this promotion will be provisioned.
- The target customer for this promotion is a customer that switches service from either a facility based or reseller CLEC. This promotion is not valid for out-of-region customers who are new to BellSouth.
- Customers must have local service or equivalent (wireless in lieu of wire-line) at the same local service address on one or more of their existing lines.
- Customers must request service at the same address and in the same name, unless the customer is planning an imminent move from one address in BellSouth territory to another address in BellSouth territory within thirty (30) days of responding to the offer. In the case of an imminent move, the BellSouth service representative can offer the customer the promotion and place the order at the new address.
- Customers must switch their local service to BellSouth and purchase any one of the following: BellSouth[®] Complete Choice[®] plan, BellSouth[®] PreferredPackSM plan, or BellSouth[®] basic service and one (1) custom calling (or Touchstar[®] service) local features RVICE COMMISSION OF KENTUCKY EFFECTIVE

All BellSouth marks contained herein are owned by BellSouth Intellectual Property Corporation. IAN = 0.2 = 2004

PURSUANT TO 807 KAR 5:011 SECTION 9 (1) hanar 11 Conoren

Thomas M. Dorman December 17, 2003 Page 2 of 2

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- Participating customers must place their orders on or before 12/25/04.
- This offer is valid for only one (1) service line at the intended local service address.
- Participating customers must place their orders through a BellSouth business office, outbound telemarketing vendor, or alternate channel as indicated.
- BellSouth may discontinue or modify this promotion at any time.
- Participating customers must have the eligible services on their new service orders (N) in order to receive the promotional offer.
- This offer may be combined with other offers for the same service at the same time.

An analysis of the rates and costs associated with this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

Juni Typton for

Tony Taylor



PURSUANT TO 807 KAR 5:011 SECTION 9 (1) Thanas U. Dorn. **EXECUTIVE DIRECTOR**

Rate and Cost Summary

venue Cost Margin \$ Revenue Waiver 22.96 \$ 42.00 \$ 42.00 \$ 42.00 \$ 40.00 37.91 \$ 42.00 \$ 42.00 \$ 42.00 \$ 44.50 \$ 57.00 \$ 57.00 \$ 57.00 \$ 56.00 \$ 57.00 \$ 57.00 \$ 56.00 \$ 57.00 <th>RevenueCostMargin \$ RevenueWaiver$\$$22.96$$\$$\$$42.00$$\$$\$$37.91$$\$$\$$42.00$$\$$(42.00)$$\$$40.00$$\$$\$$42.00$$\$$(42.00)$$\$<t< th=""><th>Cain/(Lose)</th><th></th><th>, ,</th><th>ing Non-Kecurring</th><th>Recurring Recurring</th><th>Recu</th><th></th></t<></th>	RevenueCostMargin \$ RevenueWaiver $$$ 22.96 $$$ $$$ 42.00 $$$ $$$ 37.91 $$$ $$$ 42.00 $$$ (42.00) $$$ 40.00 $$$ $$$ 42.00 $$$ (42.00) $$$ <t< th=""><th>Cain/(Lose)</th><th></th><th>, ,</th><th>ing Non-Kecurring</th><th>Recurring Recurring</th><th>Recu</th><th></th></t<>	Cain/(Lose)		, ,	ing Non-Kecurring	Recurring Recurring	Recu	
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T64-1508

BELLSOUTH

BellSouth Telecommunications, Inc. 4th Floor 601 W. Chestnut Street Louisville, KY 40203 502-582-2164 FAX 502-582-8667

Tony.Taylor@bellsouth.com

Tony Taylor Director Regulatory & External Affairs

December 17, 2003

Thomas M. Dorman Executive Director Kentucky Public Service Commission 211 Sower Boulevard P.O. Box 615 Frankfort, Kentucky 40602-0615

Re: 64-1508

Dear Mr. Dorman:

On November 18, 2003, we notified you of a promotion of Metro Ethernet (Native Mode LAN Interconnection service) that we intend to offer to business customers. During the promotional period of January 1, 2004 through March 31, 2004, eligible customers who subscribe to Metro Ethernet or upgrade their bandwidth will receive a waiver of port installation charges, a waiver of one month's recurring charge, and a discount on monthly channel mileage rates commensurate with the length of the contract period chosen.

Specific provisions and limitations of this promotion are as follows:

- 1. This promotion is available to new business customers who subscribe to any Metro Ethernet service and existing business customers who upgrade their current Metro Ethernet bandwidth. Customers must meet all the eligibility requirements to participate.
- 2. Participating customers must sign term agreements between January 1, 2004 and March 31, 2004 in order to participate. Following this promotion window, customers are not allowed to enroll in this promotion or receive promotion rewards. This promotion is available for resale for the duration of this enrollment period.
- 3. Customers who subscribe to BellSouth® Metro Ethernet service as defined in the General Subscriber Service Tariff and the Private Line Services Tariff, by signing a twelve (12) month or greater agreement will receive the following:
 - a. Waiver of port installation charges as defined in Section A4 of BellSouth's cariff only.
 - b. Waiver of the first month of monthly recurring service charges. OF KENTUCK

All BellSouth marks contained herein are owned by BellSouth Intellectual Property Corporation

PURSUANT TO 807 KAR 5-011 SECTION 9 (1) BY______EXECUTIVE DIRECTOR Thomas M. Dorman December 17, 2003 Page 2 of 2

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- c. Discounted monthly channel mileage rates based on the following pricing tiers:
 - 1. Twenty-four (24) to forty-two (42) month contracts will receive a five (5%) percent discount on monthly channel mileage rates.
 - 2. Forty-three (43) to sixty (60) month contracts will receive a ten (10%) percent discount on monthly channel mileage rates.
- 4. Promotion rewards will appear as a credit in the Other Charges & Credits section of the customer's bill in a subsequent billing period, usually within one (1) to two (2) billing cycles.
- 5. Multiple location connections are allowed to receive the benefits of this promotion.
- 6. Unless otherwise specified, BellSouth will not combine this promotion with any other promotion, program, Volume and Term agreement, or Contract Service Arrangement offered by BellSouth.
- 7. This promotion is only available to customers where BellSouth offers service and where facilities are available.
- 8. Applicable taxes and fees will be based on the full tariff price of all products and services that are billed, and no taxes or fees will be added to the amount under this program.
- 9. There is a limit of one reward on the same account, at the same address, and in the same name.
- 10. Existing contracts may not be re-negotiated in order to receive this promotion.
- 11. BellSouth may modify or terminate this promotion at any time
- 12. In the event a participating customer terminates the term election agreement, the customer must pay a charge for the number of months remaining on such agreed upon term. In addition, the customer must reimburse all rewards received under this promotion. This termination charge will appear on the customer's final bill as a charge in the Other Charges & Credit section. Payment of the termination charge does not release the customer from other previous amounts owed to BellSouth.

A revenue and cost summary for this promotion is attached. Please see the enclosed petition for confidential treatment of sensitive competitive information.

If there are any questions concerning this proposal, please call Jim Tipton at 502-582-8925.

Very truly yours,

Tony Taylor PUBLIC SERVICE COMMISSION OF KENTUCKY FFFECTIVE

JAN 0 1 2004

PURSUANT TO 807 KAR 5-011 SECTION 9 (1) iamao U. Doren. XECUTIVE DIRECTOR

Attachment

Attachment Page 1 of 1 EDITED

Revenue and Cost Summary

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		24 Mos.			48 Mos.		
Config	guration*	Α	В	С	А	В	С
Reven	ue:						
Recur	ring Revenue						
Total I	Revenue						
Cost:							
Recur	ring Cost						
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BY EXECUTIVE DIRECTOR