

**HOT! Includes Information  
Regarding Special 2Q04  
Promotional Pricing!**

# Collocation Available Inventory

*A “win-win” solution for Qwest and facilities-based CLECs.*

This document is intended to be a high level information resource only. The specific rates, terms and conditions associated with this product can be found in the contract amendment language located at: <http://www.qwest.com/wholesale/clecs/amendments.html>.

Cliff Dinwiddie – Wholesale Marketing

Promotional Pricing  
Through 2Q04!

## 2Q04 Promotional Pricing

### Deeper Discounts On Already Reduced Rates

#### For Standard Sites and Special Sites:

- **NRC discounts will be increased from 50% to 75%**, independent of the number of sites provisioned.
  - Simply, this is the least-cost facility-based local entry vehicle available.



## 2Q04 Promotional Pricing Terms

- **CLEC must have the latest Collocation Available Inventory amendment language** in interconnection agreement to order Available Inventory sites. The contract amendment governs the availability, rates and terms associated with this product.
  - <http://www.qwest.com/wholesale/clecs/amendments.html>
- **CLEC must sign and return the Collocation Available Inventory 2Q04 Promotional Acknowledgement Form.**
  - <http://www.qwest.com/wholesale/clecs/amendments.html>
- **Collocation application must be received by 06/30/04 to be eligible for this promotional pricing.**
- **Recurring prices (MRCs) are not impacted by this promotion.**
- **Deeply discounted NRCs for Standard Sites and Special Sites will be reflected on Quote, by site.**


Special Pricing  
Through 2Q04!



# Why Is This Product A Good Opportunity?

- Low-cost, facility-based market entry.
- Potentially reduced make-ready time. The site is close to “move-in condition.”
- “Special” sites include DC power, equipment and pre-wired terminations in “as-is” condition offering savings to the CLEC on both the sites and the installation costs.



 Qwest is open to arranging site visits after application. In Special Sites, this will allow you to inspect the existing equipment and terminations. Ask your Qwest collocation service manager for details.

# What Is Collocation Available Inventory?

- Collocation Available Inventory offers discounts on the non-recurring costs for “used” caged and cageless collocation sites within the Qwest 14-state region.
- Qwest has a surplus of collocation inventory as a result of general economic conditions and the telecom industry market contraction. This includes collocation sites returned to Qwest from:
  - Bankruptcy
  - Abandonment
  - Decommission
- **This has created a significant inventory of collocation space in Qwest in-region central offices that has already been conditioned and constructed for the previous CLEC occupant.**



# Available Inventory Product Overview

Without Promotion, the 2Q Promo Further Improves the Value Proposition Described Below

## Standard Sites:

- **Standard Sites** are defined as sites that were returned to Qwest inventory where the previous occupant has vacated. In some cases, terminations may remain.
  - Caged and Cageless sites offered “as is” at 50% discount for reusable elements (Cage, HVAC, Racking, Ground).
  - Reusable terminations may be discounted 50% subject to verification by Qwest.
  - CLEC may add or reduce services consistent with its interconnection agreement.
  - Qwest reserves the right to use these sites to fulfill requests for “new” collocation arrangements. Any discounts will be passed on to the new CLEC.

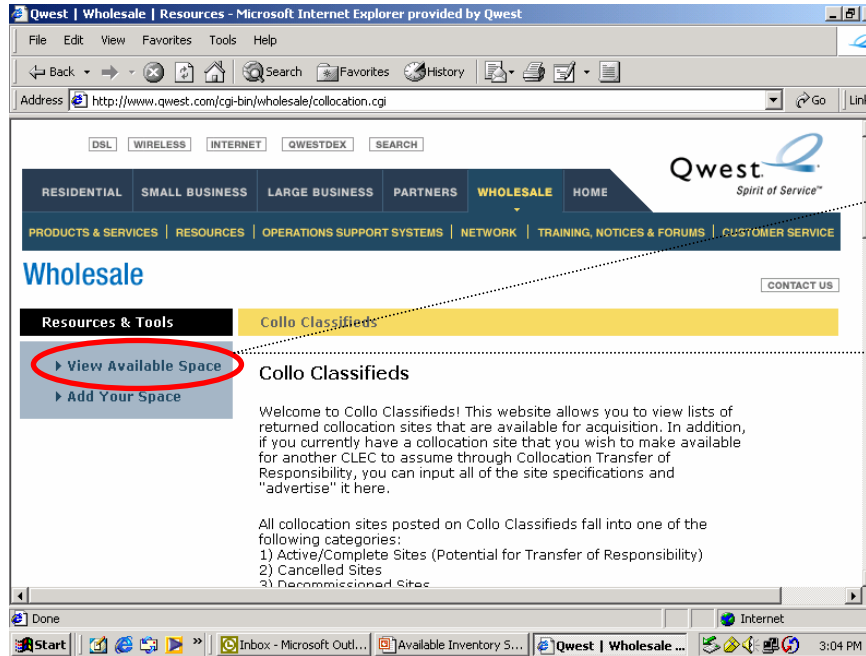
## Special Sites:

- **Special Sites** are defined as sites that were returned to Qwest via bankruptcy or abandonment where the previous occupant’s equipment, power and terminations could remain. These sites present a unique opportunity for a new occupant to “plug and play” with very little “in-collo” modification required.
  - Offered “as is” with equipment, terminations and DC power at a flat 50% discount on non-recurring quote.
  - Telecom equipment transferred at \$0.00 cost, “as is” with no warranty.
  - Non-recurring charges based on Transfer Of Responsibility rates.
  - Incoming CLEC may add services (power, terminations, etc) consistent with its interconnection agreement.
  - 45-day “make ready” interval from receipt of payment where no modification is required.

# Web Resources

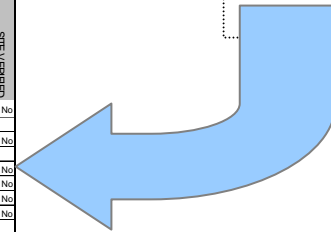
<http://www.qwest.com/cgi-bin/wholesale/collocation.cgi>

While Qwest makes every attempt to ensure that the data found on the available inventory site is comprehensive and accurate, discrepancies do occur and the data is represented as "unverified." Qwest's CPMC will verify whether the requested site is still available for acquisition by conducting a feasibility study within ten (10) Calendar Days after receipt of the application. If the site is not available the CPMC will notify the CLEC in writing. If the site is available a site survey will be arranged with the CLEC and Qwest State Interconnect Manager (SICM). Upon completion of the survey Qwest will prepare a quote based on the site inventory and any requested modifications to the site.



CLECs have an opportunity to view very detailed site information on available space including the location and the physical characteristics of the collocation itself. This is an example of Qwest's AZ listings.

State	CLLI	SITE DESC	WC Name	CUST CLLI	FLOOR	Description	RELAY RACK INFO	CONTIG	DSO QTY	DSI QTY	DSI FS QTY	DSI FS QTY	OCN QTY	DATE WEB POSTED	WEB EXPIRATION DATE	SITE VERIFIED
AZ	AGFIAZSR	Cageless	SUNRISE	AGFIAZSRHG2	1	3 bays - ft 16in x 7ft in	0124.01 - .05 ODD	Contiguous	1200					9/6/2002	4/8/2005	No
	BRDSAZMA	Cageless	BEARDSLEY	BRDSAZMAHG2	1	6 bays			1100	28	24	1	5/16/2003	5/14/2006	No	
	CHNDAZMA	Caged	CHANDLER - MAIN	CHNDAZMAHG3	1	12ft 0in x 9ft 0in								7/4/2003	3/31/2006	No
		Caged	CHANDLER - MAIN	CHNDAZMAHG4	1	12ft 0in x 9ft 0in								9/6/2002	1/28/2005	No
		Cageless	CHANDLER - MAIN	CHNDAZMAHG7HG7	1	6 bays			1100	28	24	1	5/16/2003	5/14/2006	No	
		Cageless	CHANDLER - MAIN	CHNDAZMAHGA	1	3 bays - ft 12in x 9ft 0in	0112.06 - 0112.08 ALL	Contiguous	400	28	1		11/29/2002	8/14/2003	No	
	CHNDAZWE	Cageless	CHANDLER - WEST	CHNDAZWEHG3	1	5 bays - ft 15in x 7ft in	145.01 - 145.05(ALL)	Contiguous	800	14			9/6/2002	1/28/2005	No	



# Terms

- ✓ CLEC must have amendment language in ICA to order sites. **The contract amendment governs the availability, rates and terms associated with this product.**
- ✓ Standard collocation application (New/Change/Augment) must be completed and submitted.



# High Level Process

1. CLEC identifies available inventory site via the web.
2. CLEC submits standard collocation application (New/Change/Augment).
3. Application is validated by CPMC and the selected Available Inventory site is reserved.
4. Qwest returns quote reflecting discounted NRC.
5. CLEC submits 50% of NRC for Standard and 100% for Special. RFS date is communicated to CLEC.
6. Qwest completes job (any required modifications to the existing collocation). CLEC submits NRC balance for Standard sites.
7. Site is turned over to CLEC.

# How Do I Obtain Additional Information?

1. Collocation Available Inventory web site: <http://www.qwest.com/cgi-bin/wholesale/collocation.cgi>
2. **Qwest's Wholesale Collocation Service Management Team – The CLEC's first stop for collocation questions and assistance.**
3. Service Team – The CLEC's resource for other interconnection products.
4. Wholesale Marketing Contact:

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