

TARIFF DISTRIBUTION

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DATE: January 1, 2020

STATE: FLORIDA

EFFECTIVE DATE: 01/01/2020

TYPE OF DISTRIBUTION: Approved

PURPOSE: PR - Business Promotion Renewals

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A2. GENERAL TERMS AND CONDITIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. Following are Special Promotions: (Cont'd)

AT&T COMPLETELINK 1.5

Period Authority: *01/01/2020 thru 12/31/2020*

(C)

Area of Promotion: AT&T Florida Service Territory -- From Central Offices where services are available

Customer Segment: Business

Description:

CompleteLink 1.5 is an optional discount plan. This plan provides eligible business customers monthly discounts on selected eligible business services based on the customer's Minimum Annual Revenue Commitment (MARC) and Term Agreement.

Promotion Specifics

Business customers who commit to a Minimum Annual Revenue Commitment (MARC), for a 1 *or* 2 year term, will receive a monthly percentage discount credited off their monthly charges for Eligible Services, expressed as a total volume discount (TVD) on their monthly bill. The MARC is based on the customer's total billed revenue for Contributory Services. Annually, the amount of total volume discount credits a customer will receive is limited by the Maximum Annual Discount (MAD), which is based upon the MARC to which the customer has committed.

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<u>MARC</u>	<u>Maximum Annual Discount</u>	<u>TVD 1 Year</u>	<u>TVD 2 Year</u>	<u>TVD 3 Year¹</u>
\$500	\$375	5%	8%	15%
\$2,500	\$1,000	5%	10%	20%
\$5,000	\$2,500	5%	10%	25%
\$10,000	\$7,500	5%	15%	30%
\$25,000	\$26,250	5%	20%	35%
\$75,000	\$40,000	5%	25%	40%

In addition to the TVD, eligible Win and Winback customers (Win and Winback customers include business customers who are moving their local exchange access line service from a competitive local exchange carrier to AT&T Alabama, AT&T Florida, AT&T Georgia, AT&T Kentucky, AT&T Louisiana, AT&T Mississippi, AT&T North Carolina, AT&T South Carolina or AT&T Tennessee) will receive accelerated discounts calculated as a percentage of their MARC. This additional, accelerated discount will be applied as a credit to their bill. Win and Winback customers will receive a waiver of the normally applicable service order and line connection non-recurring charges associated with local access lines and any vertical services ordered at the time of their initial subscription to CompleteLink 1.5. The accelerated discounts will be applied for 1 *or* 2 year term commitments, according to the schedule below, in the 1st *and* 13th month of the applicable term.

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Accelerated Discounts:

	<u>1 Year Term</u>	<u>2 Year Term</u>	(DELETED)
Up Front Credit	5%	15%	(DELETED)
1st Year Anniversary	N/A	10%	(DELETED)
(DELETED)			

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A2. GENERAL TERMS AND CONDITIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. Following are Special Promotions: (Cont'd)

REMOTE CALL FORWARDING (RCF) PROMOTION

Period Authority: *01/01/2020 thru 12/31/2020*

(C)

Area of Promotion: AT&T Florida Service Territory -- From Central Offices where services are available

Customer Segment: Business

Description:

The RCF Promotion (the "Program") will offer discounts on the Subscriber's bill. The offer is only available to new AT&T subscribers requiring RCF to maintain their local exchange business number(s) or existing AT&T subscribers who are moving within their local area and are required to change their business telephone number(s).

Promotion Eligibility

Qualified business customers will receive the fixed monthly portion of RCF service for the equivalent of \$5.00 per month per RCF feature arranged for local forwarding only, excluding 800 service lines, for a maximum period of twelve (12) months. Each RCF path must be located in the same state where the qualifying local exchange business service is established. The Subscriber will be billed the current applicable fixed monthly RCF rate (e.g. as specified in the Company's Guidebook) and provided monthly bill credits calculated to provide for an equivalent RCF fixed monthly rate of \$5.00. Any normally applicable usage charges associated with RCF will be applied and will not be subject to a discount. The discount will appear as a credit in the Rewards and Discounts section of the Subscriber's bill in either the current or a subsequent billing period usually within one or two billing cycles. After twelve (12) months, the monthly bill credits associated with this promotion will be discontinued and the RCF service will be billed the current fixed monthly rate.

A maximum of ten (10) such RCF features (initial/additional) per billing account can participate in the Program. Subscribers must order qualifying RCF service within 30 days of the establishment of the qualifying local exchange business service in order to be eligible for this discount. During the period of this promotion, normally applicable service charges (i.e. Secondary Service Charge) associated with the initial or subsequent installation of RCF features (participating in the Program) will be waived.

The Program is available to new AT&T business customers requiring RCF to maintain their local exchange business number(s) and to existing AT&T customers who are moving within their local area and who are required to change their business telephone number(s).

A2. GENERAL TERMS AND CONDITIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. Following are Special Promotions: (Cont'd)

BUSINESS PACKAGE ADDITIONAL LINE

Period Authority: *01/01/2020 thru 12/31/2020*

(C)

Area of Promotion: AT&T Florida Service Territory -- From Central Offices where services are available

Customer Segment: Business

Description:

Eligible business customers who purchase new, incremental local exchange access lines will receive a one-time \$100.00 bill credit per line for up to four (4) lines added per customer location.

Promotion Eligibility

- Eligible customers are existing business customers who add new, incremental local exchange access lines to a new or existing AT&T Business Local Calling package Term Plan after refusing the initial offer to add local access lines.
- Additionally, eligible customers are new business start-up customers who add lines to a new AT&T Business Local Calling package Term Plan after refusing the initial offer to add an AT&T Business Local Calling package Term Plan.
- All customers who add local exchange access lines to an AT&T Business Local Calling package Term Plan electronically, via online ordering methods, in response to an online advertisement will also qualify.
- Bill credits will become effective with the third bill period following eligibility.
- Customers disconnecting any of the new lines before the third bill period will not qualify to receive any bill credits.
- All orders must be completed by 01/31/2018.
- The Company may discontinue this offer upon fourteen (14) days notice.
- This promotion may not be combined with the All For Less offer¹.

Note 1: The All For Less bundle combines Business Local Calling Assurance, provided by AT&T Florida, with services offered by affiliates of AT&T Florida (Long Distance and non-regulated Internet services) in a bundled offering.

A2. GENERAL TERMS AND CONDITIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. Following are Special Promotions: (Cont'd)

ENHANCED SAVE A LINE II

Period Authority: *01/01/2020 thru 12/31/2020*

(C)

Area of Promotion: AT&T Florida Service Territory -- From Central Offices where services are available

Customer Segment: Business

Description:

This promotion ("Program") is an offering available to existing AT&T business customers of AT&T Alabama, AT&T Florida, AT&T Georgia, AT&T Kentucky, AT&T Louisiana, AT&T Mississippi, AT&T North Carolina, AT&T South Carolina, and AT&T Tennessee who are not on a voice package term plan or who transfer lines from a current term plan agreement to a new eligible agreement with a term equal to or greater than the time remaining on their current agreement. This Enhanced Save offer will provide monthly credits on AT&T Business Local Calling term plan packages for a 12-month period.

Promotion Eligibility

- This promotion ("Program") is an offering available to existing AT&T business customers who are not on a voice package term plan or who transfer lines from a current term plan agreement to a new eligible agreement with a term equal to or greater than the time remaining on their current agreement, who indicate they are disconnecting their business exchange access lines then reconsider and keep the lines (i.e. "save"), or who have their local exchange access line service with another competitive local exchange carrier within the Company service area and who now wish to establish their local exchange access line service with the Company (i.e. "win/winback"). Customers must subscribe these lines to a new AT&T Business Local Calling agreement for at least a 1-year term. These customers will receive a monthly credit of \$6.00 per eligible access line, up to a maximum of 19 lines, for 12 months. At no time will these credits rendered exceed \$1368.00 per customer.
- Those customers who initially refuse a new AT&T Business Local Calling offer will be eligible to receive a monthly credit of \$12.00 per eligible access line, up to a maximum of nineteen (19) lines, for 12 months. At no time will these credits rendered exceed \$2736.00 per customer.
- The customer must agree to subscribe all their lines to an AT&T Business Local Calling term plan in order to receive the credits.
- AT&T Business Local Calling agreements for either Option A or Option B will qualify.
- Customers cannot call back at a subsequent date and receive additional credits for lines targeted for disconnection.
- This offer cannot be combined with any other promotional offers for access lines, with the exception of the Business Term Plan II promotion.
- Promotion eligibility is per customer BTN location.
- All other terms and conditions applicable to AT&T Business Local Calling will apply.

A2. GENERAL TERMS AND CONDITIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. Following are Special Promotions: (Cont'd)

BUSINESS TERM PLAN II

Period Authority: *01/01/2020 thru 12/31/2020*

(C)

Area of Promotion: AT&T Florida Service Territory -- From Central Offices where services are available

Customer Segment: Business

Description:

Eligible business customers will receive a discounted per line effective rate for AT&T Business Local Calling Option A package charges.

Promotion Eligibility

- Eligible customers are those business customers who are subscribed to AT&T Business Local Calling Option A when it is part of a bundle¹.
- These eligible customers who subscribe to a 12-month Term Plan for AT&T Business Local Calling as part of a bundle will receive a net monthly rate of \$50 on the first line and a net monthly rate of \$25 per line on the 2nd to 19th lines for AT&T Business Local Calling Option A via a bill credit.
- With the exception of the Business Package Additional Line promotion and the Enhanced Save A Line II promotion, this offer may not be combined with other AT&T Business Local Calling Term Plan discounts.
- This offer is only allowed on single location accounts.
- Billed to Number (BTN) arrangements are not allowed.
- This offer is limited to five hundred (500) lines per customer for the sum of all contracts and for all subsidiaries.
- When the customer's bundle subscription expires these benefits will no longer apply.
- All other terms and conditions associated with AT&T Business Local Calling, as appropriate, will apply.

Note 1: The bundle combines the AT&T Business Local Calling Option A, provided by AT&T Alabama, AT&T Florida, AT&T Georgia, AT&T Kentucky, AT&T Louisiana, AT&T Mississippi, AT&T North Carolina, AT&T South Carolina, and AT&T Tennessee with services offered by affiliates of these Companies (Long Distance, non-regulated Internet services and/or Mobility) in a bundled offering.

A2. GENERAL TERMS AND CONDITIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. Following are Special Promotions: (Cont'd)

AFL BACK UP BUNDLE PROMOTION III

Period Authority: *01/01/2020 thru 12/31/2020*

(C)

Area of Promotion: AT&T Florida Service Territory -- From Central Offices where services are available

Customer Segment: Business

Description:

Eligible business customers will receive a net monthly rate of \$35 (via a credit) for AT&T Business Local Calling (BLC) Option A package charges.

Promotion Eligibility

- New customers who do not have local exchange service with the Company, or new customers who have their local exchange access line service with another competitive local exchange carrier within the Company service area and who now wish to establish their local exchange access line service with the Company as a part of a Bundle¹ (Win/Winback), and who subscribe to a 12-month Term Plan for BLC, or
- Existing customers currently subscribing to AT&T local service, who subscribe to a 12-month Term Plan for BLC and who are newly subscribing to or currently have AT&T Long Distance and AT&T Internet Service, AT&T Mobility, or DIRECTV as a part of a Bundle¹, or
- Existing customers who communicate a desire to disconnect their lines then reconsider and keep the lines with the Company as a part of a Bundle¹ (Save), and who subscribe to a 12-month Term Plan for BLC Option A.

Furthermore,

- Customers participating in a Business Local Calling promotion as part of a Bundle^{1/1}, may continue to participate in the Bundle^{1/1} and will receive a net monthly rate of \$40 (via a credit), if they agree to a new 12-month term.

This offer may not be combined with other AT&T Business Local Calling Term Plan discounts.

This offer is only allowed on single location accounts.

Billed to Number (BTN) arrangements are not allowed.

This offer is limited to nineteen (19) lines per customer location.

When the customer's bundle subscription expires, these benefits will no longer apply.

All other terms and conditions associated with AT&T Business Local Calling, as appropriate, will apply.

Note 1: The bundle combines the AT&T Business Local Calling Option A, provided by the Company with the following services (offered by affiliates of the Company) in a bundled offering: AT&T Long Distance, and AT&T Internet, AT&T Mobility or DIRECTV.

A2. GENERAL TERMS AND CONDITIONS

A2.10 Special Promotions (Cont'd)

A2.10.2 Descriptions (Cont'd)

A. Following are Special Promotions: (Cont'd)

BUSINESS LOCAL CALLING ASSURANCE SAVE PROMOTION **Period Authority:** *01/01/2020 thru 12/31/2020* (C)

Area of Promotion: AT&T Florida Service Territory -- From Central Offices where services are available

Customer Segment: Business

Description:

This promotion is an offering available to existing AT&T Business Local Calling Assurance customers who subscribe to the Business Local Calling Assurance package, and who communicate a desire to disconnect their lines, then reconsider and keep the lines with the Company (save). During this period eligible Business customers will receive a discounted per line effective rate for AT&T Business Local Calling Assurance package charges. Eligible customers will receive a net monthly rate of \$35 per line (via a \$10 credit per line) for 12 months, on their AT&T Business Local Calling Assurance package.

Promotion Eligibility

- This offer is only allowed on single location accounts.
- Billed to Number arrangements are not allowed.
- Customers cannot call back at a subsequent date and receive additional credits for lines targeted for disconnection.
- This offer may not be combined with other AT&T Business Local Calling Assurance discounts.

All other terms and conditions associated with AT&T Business Local Calling Assurance, as appropriate, will apply.

Pages 62.4 and 62.5 are hereby deleted in their entirety and removed from this Guidebook