



Verizon Briefing

to

DBED

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Ocean City, MD

Verizon Enterprise **Solutions** Group



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The OneVerizon Message

- Verizon will provide any telecommunication service we offer anywhere in the state to any one willing and able to pay for it.
- Verizon is committed to improving how we do business with our customers, especially those customers who need advanced telecommunications services.
- If any one in Maryland has a question about Verizon and can't get an answer, call me on 410-269-6653.
- Verizon will work with state and local government to market the advanced telecommunications infrastructure in Maryland.



Services/Bandwidth By Customer Type

CUSTOMER TYPE	VERIZON SERVICE OPTIONS & SPEEDS	DELIVERY FACILITY TYPE
Very Large Gov/Biz	SONET / Very High Speed Services 45 Meg +	Fiber
Local Gov/Biz	ATM / Frame / T-1 1.5 Meg to 155Meg	Copper for 1.5 Meg Fiber for 45 - 155 Meg
SOHO / Small Biz	T-1 / Frame / ISDN 128K to 1.5 Meg	Copper
Home	ISDN / POTS 128k / 14.4K	Copper

of Customers Per Market Segment



A BUDGETARY Price Comparison

Customer Type	Service	Bandwidth	Mileage?	Usage?	Government Price Off State HiCap Contract	Biz/Comm. Price Off State Tariffs
Very Large Gov & Biz	SONET	155mg & Up	Yes	No	Pricing Case by Case	Pricing Case by Case
Large Gov & Biz	ATM	1.5 Meg to 155 Meg	NO - Gov Yes - Biz	NO NO	\$525 - \$4670 Depending on Bandwidth	- 1.5Mps is \$525 (no mileage) - 45 Mps is \$5315 (includes full mileage) - 155Mps is \$8272 (includes full mileage)
Med/Large Gov & Biz	Frame	1.5meg to 45 Meg	NO NO	NO NO	\$400 - \$2800	\$470 - \$3600
Small Gov & Biz	T-1 Clear Channel	1.5 Meg	YES	NO	\$450 + Mileage	\$450 + Mileage
Work at Home	ISDN	128K	NO	YES	\$50 - \$75	\$50 - \$75
Residential	POTS	56K	NO	NO		\$25

ASSUMPTIONS:

1) Up to 1.5Mps uses existing copper. Over 1.5Mps requires fiber and Verizon pays for all fiber build out, except "curb to building conduit", on receipt of order anywhere in MD

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A Example of Verizon Providing Fiber Build-Out

- ABC Company wants to relocate to “anywhere” Maryland with 350 employees
- Once they find a facility, they place an order for one (1) 45Mbps circuit with Verizon for Internet access. This circuit requires fiber to be installed due to the high bandwidth needs.
- Verizon accepts the order and has up to 120 days to provide the circuit to the customer
- Verizon then engineers and delivers the fiber to the customer’s MPOP
- The customer pays VZ or other contractor to install conduit from curb to the building
- VZ then pulls the fiber from curb thru the conduit to the appropriate room. VZ usually pulls a minimum of 24 strand fiber for future growth
- Verizon then delivers the circuit, tests it, turns it on, monitors it, and bills it each month.
- ABC Company pays for the conduit installation, the monthly VZ circuit costs, and any Internet Service Provider costs.
- VZ can connect to Genuity as ISP or other ISP based on customer needs
- VZ Cost breakdown:
 - **VZ Fiber build out costs:** **\$150,000 to \$250,000**
(depending on customer location)
 - **VZ Circuit revenue from customer:** **\$ 43,200/yr (assumes 1 yr contract)**
- In order for VZ to recover investment, VZ needs to keep this customer and add more customers on existing fiber installed to serve this customer
- The risk is all on VZ....not the customer, the county, or the State
- This same scenario applies to any customer, anywhere....in Maryland regardless of their location



The Facts About Verizon Offerings

- Frame Relay service from 56k to 155Mbps is the same price in Oakland,MD as it is across the street in downtown Baltimore,MD or Ocean City,MD
- ATM service at 1.5Mbps is the same price in Oakland,MD as it is across the street in downtown Baltimore,MD or Ocean City,MD
- Higher speed ATM (45Mbps to 155Mbps) is mileage sensitive for commercial users, not State contract users
- Verizon will install fiber for any business needing 45-155Mbps speed Frame/ATM service (regardless of location) upon receipt of a firm order typically within 120 days
- As part of the monthly rate, Verizon monitors & maintains all circuits 24x7x365