



# **ADSL Summer Splash**

## **60 Days of ADSL Promotions!!**

Verizon Advanced Services Group and Your Verizon ISP Account Team wants you to start the Summer off with a Splash and that is why we are offering two limited time promotions to help get things started.

**Effective June 1st - July 31st 2001!!**

**\$49.95 Modem Promotion** - This \$49.95 Westell and/or Fujitsu DSL Modem is for ISPs who use the DSL Direct Model or who are Members of the DSL Direct Partnership Program (also known as Direct or End-User Billed Model). This allows End Users/ Subscribers to order DSL direct from Verizon, while connecting to you, their favorite ISP, for Internet access. Those customers will receive the modem for only \$49.95. This rate applies from coast to coast on all **orders submitted** between June 1st and July 31st.

(\$49.95 Modem Promotion is not available with any other Month to Month, Annual or Volume and Term Wholesale Agreements)

**Co-Marketing Dollars Increased!!**

That's right. During the same timeframe, June 1- July 31, all ISPs that currently have, or sign a 5A or 5B Volume and Term Plan with a Co-Marketing Agreement will have their DSL payment increased from \$100.00 to \$200.00. This is for all "Net-New" lines ordered between June 1 and July 31 and in service by August 31 that represent net adds for the applicable calendar quarter. Please contact your Account Team to sign up today.

**But wait, there is more...**

**Verizon is also offering a 60 Day "Fresh Look"!**

This "Fresh Look" Program is allowing those ISPs that have previously signed multi-year agreements, who are not meeting volume requirements and currently subject to shortfall charges, to select a new, more suitable, 5 Year Volume and Term Plan without incurring the shortfall penalties specified in the original contract.

This is not only a "Fresh Look" but a "Fresh Start"! This is not an opportunity to cancel the agreement, but rather, to change plans without penalties to align more with your market and business strategy while the original contract period stays in effect.

**5A Wholesale Volume & Term Plan to change volume requirement levels!**

A modification to the DSL 5A VTP tariff has been filed reducing the total volume commitment to 2,500 lines from its current 5,000. This effectively cuts the annual commitment amount by half.

**Current 5A Plan is \$34.50 per**

Commitment	Year One	250
Commitment	Year Two	750
Commitment	Year Three	1,250
Commitment	Year Four	2,500
Commitment	Year Five	5,000

**The New 5A Plan is \$34.50 per**

Commitment	Year One	125
Commitment	Year Two	375
Commitment	Year Three	625
Commitment	Year Four	1,250
Commitment	Year Five	2,500

The **heat is on** for DSL broadband, and it's crucial now, more than ever, that you work with your Verizon ISP Account Team to take full advantage of these offerings.

If you have additional questions, concerns or require assistance please contact your Verizon Account Team, or ISP Markets at 1-877-470-3661, or email us today at [isp.markets@Verizon.com](mailto:isp.markets@Verizon.com).

**Visit our Web Site...**

**<http://www.verizon.com/ispmarkets>**

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