

VERIZON ENTERPRISE SOLUTIONS LLC

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ATTACHMENT B - PROMOTIONS 1

Winback Promotion # 1

This promotion is available to Business Customers who have discontinued the Company's services and subscribed to another long distance service provider, in order to encourage them to return to the Company's service. This promotion is offered through Company-designated sales channels for Company-designated marketing campaigns.

The eligible Customer's most recent three months' actual total interexchange charges qualify the Customer for one of three levels of discounts as specified below. Discounts will be applied to tariffed usage rates for all services, exclusive of international calling, Directory Assistance and Directory Assistance Call Completion and Operator Assisted calling, after the application of any other credits. The discounts will appear on the same invoice as contributing usage.

Customers who discontinue the Company's presubscribed service, or whose service is discontinued by the Company, prior to exercising the discounts, forfeits remaining eligibility.

This offer is limited to customers that have had at least three consecutive months of service with the Company. Also, this offer is not available to customers who have discontinued the Company's presubscribed service, or whose service has been discontinued by the Company more than three times in the last 12 months.

Actual Average Monthly Long Distance Spending	Applicable Discount
\$0.00 - \$200	10% for six months
\$200.01-\$500.00	25% for two months
over \$500.00	25% for three months.

This offer is no longer available to new Customers.

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Issued By:

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VERIZON ENTERPRISE SOLUTIONS LLC

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ATTACHMENT B – PROMOTIONS, (Cont'd.)

Retention Promotion # 1

This promotion is available for retention of Business Customers in good standing who have presubscribed to the Company's domestic interstate, interexchange service and who have notified the Company of the Customer's intent to leave for another service provider, before actual discontinuation of the Company's service. This promotion provides a one time invoice credit equal to 250 minutes of use rated at \$.10 per minute to eligible Customers.

The offer is available to Customers in good standing who have not exercised this option in the past 17 months. The Customer must have at least two (2) consecutive months of paid usage on record with the Company.

The Customer who discontinues the Company's presubscribed service, or whose service is discontinued by the Company, prior to utilizing all of the invoice credit, forfeits remaining eligibility.

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ATTACHMENT B – PROMOTIONS, (Cont'd.)

Retention Promotion # 2

This promotion is available to existing Business Customers in cases where the Customer has notified the Company of the Customers' intent to leave for another service provider, before actual discontinuation of the Company's service, and has previously received a minutes of use promotional credit and is not eligible for another minutes of use promotional offer. In such cases eligible Customers will receive a 10% discount off of direct dialed and inbound toll-free switched and dedicated usage rates, including travel card usage, for six months. International usage, Directory Assistance, Directory Assistance Call Completion and Operator Assisted charges are not eligible for the discount.

The offer is available to Customers in good standing who have not exercised this option in the past 17 months. The Customer must have at least two (2) consecutive months of paid usage on record with the Company.

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Usage Discount Promotion #1

This promotion is available to new Business Customers who presubscribe to the Company's domestic interstate, interexchange service through a pre-selected direct mail marketing campaign or through a Company-designated telemarketing sales channel. The eligible Customers will receive a 25% discount off of domestic usage charges including, direct dialed, inbound toll-free switched and dedicated, and travel card rates, for three months beginning with the first full month of service. International usage, Directory Assistance, Directory Assistance Call Completion and Operator Assisted charges are not eligible for the discount.

The Customer who discontinues the Company's presubscribed service, or whose service is discontinued by the Company, prior to three months, forfeits remaining eligibility.

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National Private Line

This promotion is offered to new Business Customers who subscribe to National PL DS1 Service and to existing Business Customers who subscribe to additional DS1 Service between October 18, 2000 and June 30, 2001 for circuits from NYC to Albany, New York, Buffalo, New York or Syracuse, New York. This promotion shall also be available to new and existing Business Customers who subscribe during the promotion period to other private line service arrangements with distance and rate characteristics (as set forth in the applicable tariff) that are comparable to the routes specified here.

Eligible Customers will receive a 15% discount off of DS1 Service recurring charges applicable to Interoffice Channel (IOC) and the Access Coordination.

The discount is applicable to circuits installed within 120 days of signing contract for eligible service and shall extend through the duration of the term of the contract entered. The discount may be combined with other discount offerings.

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ATTACHMENT B – PROMOTIONS, (Cont'd.)

Bundled Option Promotion

This promotion is available to new and existing Business Customers who subscribe to the Company's FirmRate or obsolete Business Plan A Service Bundled Service Options. The eligible Customers will receive a \$0.02 per minute discount off of intraLATA inbound toll-free switched and outbound switched rates.

This offer is valid until canceled by the Company.

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Bundled Offering Promotion #1

This promotion is offered to Business Customers who subscribe to the Plan B interexchange calling plan offered by the Company, as described elsewhere in this tariff ("eligible plan"), and who also subscribe to at least one of the services described further below, offered by a carrier affiliated with the Company. To be eligible for this promotion, the Customer: (a) must subscribe to the Company's eligible plan before April 26, 2002 via sales channels designated by the Company; and (b) must demonstrate to the satisfaction of the Company at the time of subscription to the Company eligible plan that the Customer also subscribes to at least one of the services specified below.

Eligible Business Customers must subscribe to Centrex, Centrex Plus, **CustoPAKSM**, **CustoFLEXSM**, ISDN PRI/IntellilinQ⁷ PRI, (purchased with a term commitment), DSL, Private Line, Frame Relay, SMDs, ATM or FlexGrow, or must purchase Fujitsu F9600 or Nortel Norstar PBX's from an affiliate of the Company. These services are defined in the Company affiliate's applicable tariffs or contracts. Customers who satisfy all promotion eligibility requirements set forth in this section shall receive a monthly discount of 5% on all long distance usage charges, including international usage charges, beginning with the first full month's billing after subscription to the Company eligible plan. Customers who discontinue or cancel the Company's service or the affiliated carrier's eligible service or whose service is refused, canceled, or discontinued by the Company under this tariff, or by the affiliated carrier, shall forfeit eligibility for the discount. This discount may be combined with other applicable promotional offerings. The amount of the discount will be calculated by applying the discount percentage after all other applicable discounts and credits.

When this promotion is applied to intrastate, interstate and international calling, the promotions are not cumulative (i.e., a single 5% discount applies to total long distance usage).

This offer is no longer available to new Customers.

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Merchandise Promotion

From time to time, the Company may offer to the potential Customer complimentary non-telecommunications merchandise (total value at a cost to the Company not to exceed \$100) if the Customer designates the Company as the Customer's Primary Interexchange Carrier. This promotion is limited to one offer per Customer up to once per quarter (or not greater than four times per year). The Company may also offer such merchandise to existing Customers as an incentive to retain such Customers.

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Business Toll Free Service \$5 MRC Six Month Credit

Monthly Recurring Charge (MRC) - The Company will credit the MRC of \$5 for Business Toll Free Service for a period of six months.

The Customer must subscribe to Business Toll Free Service - Switched Access.

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Business Toll Free Service \$15 NRC Credit

The Company will issue a one time credit of \$15.

The Customer must subscribe to the switched Business Toll Free Service or the switched listed Business Toll Free Service.

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IntraLATA Carrier Sign Up Promotion

The IntraLATA Carrier Sign Up Promotion is offered to new and existing business Customers who presubscribe to the Company's intraLATA service through Company-designated sales channels for Company-designated marketing campaigns. The eligible Customer will receive a one-time credit to offset the costs associated with changing a presubscribed intraLATA carrier.

The charge for changing a Customer's presubscribed carrier is assessed by the local exchange carrier serving that Customer. Where appropriate arrangements are in place between the Company and the eligible Customer's local exchange carrier, the Company will incur the change charge directly on the Customer's behalf. Where such an arrangement does not exist, or at the Company's discretion, a credit not to exceed five dollars (\$5.00) will be issued to the Customer's account or a check will be mailed to the Customer.

The Company issued credit will be applied within ninety (90) days of the eligible Customer's intraLATA presubscribed carrier change. If the Customer's service is discontinued prior to receiving the credit, either at the request of the Customer or by the Company, then the credit will be forfeited.

The IntraLATA Carrier Sign Up Promotion may be combined with other promotional offers for which the Customer is eligible.

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Toll Free Promotion

The Company offers business Customers 100 complimentary toll free minutes for the first two months of service when they subscribe to Business Toll Free Service on an eligible calling plan. A total of 200 free minutes will be offered in increments of 100 per month, for the first two months.

This offer applies to existing business Customers who establish a new Business Toll Free Service number on Business Plan C. The Customer must maintain presubscribed for the two full months to receive this offer. Complimentary minutes will be awarded to the eligible Customer in the form of a credit beginning with the Customer's first partial or next full month of service following enrollment in this promotion. Minutes must be used in the month granted and will not carry over from month-to-month except for any unused minutes in the first partial month which will be carried over to the next month.

This offer is not available in conjunction with any other promotion, except Business Toll Free Service NRC and MRC Waivers.

This offer is valid until canceled by the Company.

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Winback Promotion # 2

This promotion provides eligible Customers with a 10% discount off of direct dialed usage charges for a six month period. The discount will be applied to tariffed usage rates for all services, exclusive of international calling, Directory Assistance and Directory Assistance Call Completion and Operator Assisted calling, after the application of any other credits. The discount will appear on the same invoice as contributing usage.

This promotion is available to returning Business Customers who have discontinued the Company's services and subscribed to another long distance service provider. This promotion is offered through Company-designated sales channels for Company-designated marketing campaigns.

Customers who discontinue the Company's presubscribed service, or whose service is discontinued by the Company, prior to exercising the discounts, forfeits remaining eligibility.

This offer is available until canceled by the Company.

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ATTACHMENT B – PROMOTIONS, (Cont'd.)

Toll Free RespOrg Campaign

The Company offers Business Customers 200 toll free minutes for the first four months of service when they sign up for Business Toll Free Service under FirmRate. A total of 800 toll free minutes will be distributed in increments of 200 minutes each month.

This offer applies to Business Customers who currently have portable toll free service with another carrier and switch their responsible organization for the toll free service to the Company and also sign up for Business Plan C. Complimentary toll free minutes will be awarded to the eligible Customer in the form of a credit beginning with the Customer's first partial or next full month of service following enrollment in this promotion. Minutes must be used in the month granted and will not carry over from month-to-month except for any unused minutes in the first partial month which will be carried over to the next month.

This offer is not available in conjunction with any other promotion except the Toll Free and MRC Waiver.

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ATTACHMENT B – PROMOTIONS, (Cont'd.)

Q4 Mass Campaign Promotion

This promotion is available to new Business Customers who presubscribe to the Company's domestic interstate, interexchange service through Company-designated sales channels for Company-designated marketing campaigns. Eligible Business Customers must subscribe to a local service from an affiliate of the Company. These services are defined in the Company affiliate's applicable tariffs or contracts.

The eligible customer will receive 500 free domestic long distance minutes to be applied as a one-time invoice credit equal to \$50.

The Customer who discontinues the Company's presubscribed service, or whose service is discontinued by the Company, prior to utilizing all of the invoice credit, forfeits remaining eligibility.

This offer is not available in conjunction with Toll Free RespOrg free minutes.

This offer is valid until December 31, 2002.

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Business Plan D Integrated Voice Access Monthly Credit Promotion

This promotion is available to Business Customers who presubscribe to either a one or three-year term agreement for the Business Plan D Integrated Voice Access Service interexchange calling plan offered by the Company, as described elsewhere in this tariff.

Customers who satisfy all promotion eligibility requirements set forth in this section shall receive the following monthly credit according to their monthly spend level (MSL):

\$100 MSL = \$12.00 monthly credit.
\$250 MSL = \$30.00 monthly credit.
\$500 MSL = \$54.00 monthly credit.
\$1,000 or more MSL = \$72.00 monthly credit.

The Customer who discontinues the Company's presubscribed service, or whose service is discontinued by the Company, prior to utilizing all of the invoice credit, forfeits remaining eligibility.

This offer is valid until March 3, 2004.

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New York PSC Tariff No. 2
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ATTACHMENT B – PROMOTIONS, (Cont'd.)

1Q07 Business Unlimited Long Distance Acquisition Promotion

This promotion offers eligible Customers \$13.00 upon subscription to the Business Unlimited Long Distance Service with a 1 year term plan. The Customer will receive a letter from the Company's designated agent informing them of their eligibility for this promotional check. The Customer must contact the designated agent within 45 days from the date of notification to request their check. The designated agent will send the Customer a check via U.S. Mail, which also includes the promotional amount offered by the affiliated local exchange company

This promotion is available to new and existing Business Customers who do not currently subscribe to the Business Unlimited Long Distance Service. This promotion is offered through Company-designated sales channels for Company-designated marketing campaigns.

This offer is not valid with any other promotional offer.

This offer expires on March 31, 2007.

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1H08 Winback Offer

This offer is available to returning business Customers who subscribe to a business calling plan with a term commitment from the Company, as well as one of the eligible services from an affiliate of the Company as described below. The qualifying Customer will receive a corresponding bill credit as described below:

<u>Eligible Calling Plan</u>	<u>Credit Description</u>
• Standard Business Line, Centrex or CustopAK Service with a dial tone term plan from an affiliate of the Company.	\$75 credit per account (\$75 value)
• Standard Business Line, Centrex or CustopAK Service with a dial tone term plan and Digital Subscriber Line (DSL) or Fiber Optic Service (FiOS) with a term plan from an affiliate of the Company. The DSL or FiOS service must be 3 Mbps or higher.	\$100 credit per account (\$100 value)

This offer may not be combined with any other promotional offer.

This offer expires on June 27, 2008.

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1Q08 Upsell Rebate

1Q08 Upsell Rebate is offered to new and existing Business Customers who meet the eligibility criteria described below. The qualified Customer will receive a \$30.00 check within 60 days after implementation on the Customer's account. The Customer will receive a letter from the Company's designated agent informing them of their eligibility for this promotional check. The Customer must contact the designated agent within 45 days from the date of notification to request their check. The designated agent will send the Customer a check via U.S. Mail, which also includes the promotional amount offered by the affiliated local exchange company.

Eligibility Criteria:

To qualify the Business Customer must meet all of the following conditions:

1. Subscribe to Business Unlimited Long Distance Bundled Service Option; FirmRate Advantage; or FlexDistance with either a \$24, \$40, or \$65 Minimum Spend Level.
2. Must purchase DSL/FIOS (at \$39.99 and above) from an affiliated local exchange company

The Customer who discontinues the Company's service as described above, or whose service is discontinued by the Company, prior to receiving all monthly credits forfeits remaining eligibility, including future credits.

This promotion is offered through Company-designated sales channels for Company-designated marketing campaigns.

This offer may be combined with applicable nonrecurring charge promotional offers, but may not be combined with any other monthly recurring charge promotional offer.

This offer expires on March 31, 2008.

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ATTACHMENT B – PROMOTIONS, (Cont'd.)

2008 Fast Start Long Distance Promotion

The 2008 Fast Start Long Distance Promotion is offered to new Business Customers that presubscribe to either the Business FlexDistance or SimpleOptions Long Distance calling plans with either a one or three term plan.

The qualified Customer who satisfies the promotion eligibility requirements set forth above shall receive a 25% discount on all long distance usage for 12 consecutive months. The discount will appear on each month's bill.

The Customer who discontinues the Company's service as described above, or whose service is discontinued by the Company, prior to receiving all monthly discounts forfeits remaining eligibility, including future discounts.

This promotion is offered through Company-designated sales channels for Company-designated marketing campaigns.

This offer is not available in conjunction with any other promotion.

This offer expires on June 30, 2008.

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ATTACHMENT B – PROMOTIONS, (Cont'd.)

15% Long Distance Usage Discount Promotion

The 15% Long Distance Usage Discount Promotion is offered to new Business Customers that presubscribe to either the FlexDistance Long Distance Plan with a Minimum Spend Level of \$24, \$40 or \$65; the FirmRate Advantage Plan or the FirmRate Plus Plan.

The qualified Customer who satisfies the promotion eligibility requirements set forth above shall receive a 15% discount on all long distance usage for 12 consecutive months. The discount will appear on each month's bill.

The Customer who discontinues the Company's service as described above, or whose service is discontinued by the Company, prior to receiving all monthly discounts forfeits remaining eligibility, including future discounts.

This promotion is offered through Company-designated sales channels for Company-designated marketing campaigns.

This offer is not available in conjunction with any other promotion.

This offer expires on July 1, 2008.

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ATTACHMENT B – PROMOTIONS, (Cont'd.)

ISDN PRI Plus LD Offer

The ISDN PRI Plus LD Offer is offered to new and existing Business Customers who meet the eligibility criteria described below. The qualified Customer will receive a 33% discount off of their domestic usage for the duration of their term period for the FlexDistance Calling Plan or a 25% discount off of their domestic usage for the duration of their term period for the SimpleOptions Calling Plan offered by the Company. The discount will appear on each month's bill.

Eligibility Criteria:

To qualify the Business Customer must meet all of the following conditions:

1. Subscribe to FlexDistance Service with a \$24, \$40, \$65, \$150, \$300, \$500, \$750, \$1000 or \$1,500 Minimum Spend Level; or SimpleOptions with a \$3,000 or \$5,000 Minimum Spend Level. The offer is only valid with a one or three year term plan.

and

2. Purchase ISDN PRI Plus 10K, 20K or ISDN PRI T&V from an affiliated local exchange company.

The Customer who discontinues the Company's service as described above, or whose service is discontinued by the Company, prior to receiving all monthly credits, forfeits remaining eligibility, including future discounts.

This promotion is offered through Company-designated sales channels for Company-designated marketing campaigns.

This offer expires on December 28, 2008.

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