

Q3 2010 XO Promotions

XO® MPLS IP-VPN Transition Promotion

Now through September 30, 2010 customers who switch their MPLS IP-VPN network to XO Communications from a competitor will get **one month of service free**. The promotion applies to all speeds; the free month applies to port, loop, Class of Service (CoS), management & monitoring, and CPE rental charges.

Eligibility, Requirements and Conditions

- ♦ Valid on three-year terms only
- ♦ Available to new customers and existing customers of other XO services that move their MPLS IP-VPN service to XO from another provider
- ♦ A copy of invoice from current MPLS IP-VPN provider required as proof of eligibility for the promotion
- ♦ Available for direct and indirect channels
- ♦ Green zone locations only
- ♦ International locations are not eligible
- ♦ No minimum or maximum number of locations
- ♦ The new Ethernet VPLS and Monitoring only services are also eligible for this promotion
- ♦ GM discount may be applied
- ♦ Pricing does not include taxes and other applicable surcharges
- ♦ LiNX order must be RFOE (Ready for Order Entry) by 10/31/10

Q3 2010 XO® Colocation & DIA Bundle Promotion

Now and until September 30, 2010, all new Direct and Indirect XO customers can take advantage of a comprehensive bundled Colocation and DIA package offering significantly reduced prices:

- **30% discount** on Colocation “space component” (cage or cabinets) **with installation charges waived**
- Waiver of cross-connect charges to XO's network
- **30% discount** on DIA with port speeds of 100 Mbps or higher **with installation charges waived**

Eligibility, Requirements, and Conditions

- Valid on 3-year terms only.
- Colocation and DIA (DIA port 100 Mbps or higher) services must be on the same SOA to be eligible for the promotion.
- Available to new customers, new locations AND to existing customers adding additional services.

All XO Promotional Pricing Expires: September 30, 2010

- No further ICB discounting or General Manager (GM) discounting can apply.
- LiNX order must be RFOE (Ready for Order Entry) by 10/31/10
- Only select markets/sites are eligible for this promotion:

Atlanta	4000 Highland Pkwy	Memphis	5127 Truse Rd
Austin	11501 Domain Drive	Miami	16563 15 th Ave
Austin	2100 IH-35	Philadelphia	401 N. Broad St.
Boston	89 Fulkerson	Pittsburgh	Allegheny Center Mall
Boston	One Summer St	Portland	9000 SW Nimbus Ave
Cleveland	1525 Rockwell	Sacramento	1390 Lead Hill Blvd
Charlotte	3100 International Airport	Salt Lake City	8871 Sandy Pkwy
Columbus	545 Scherers	San Antonio	5308 Distribution Dr
Dallas	2020 Live Oak	San Diego	5771 Copely Dr
Denver	313 Inverness Way	San Francisco	200 Paul Ave
Denver	9706 Easter La	Seattle	1000 Denny Way
Detroit	21555 Melrose	St. Louis	710 Tucker Blvd
Houston	1301 Fannin	St. Louis	2020 Westport Center
Los Angeles	1928 Deere Ave	Tampa	5904 Hampton Oaks Pkwy
Las Vegas			2240 Corporate Circle

XO® 50% off On-Net Access Promotion

Now through September 30, 2010 customers can take 50% off when they purchase XO On-Net access loops for T-1 to 1 Gbps On-Net connectivity. Customers can obtain reduced rate for On-Net access for the following XO services:

- XO DIA (T-1 to 1 Gbps)
- XO MPLS IP-VPN (T-1 to 1 Gbps)
- XO IP Flex (10 Mbps only)
- XO IP Flex with VPN (10 Mbps only)
- XO SIP (10 Mbps and 45 Mbps only)
- XO Enterprise SIP (10 Mbps to 1 Gbps)
- XO Dedicated LD

Eligibility, Requirements and Conditions

- ♦ Available for data or voice services that look to NAPT for On-Net loop pricing.
- ♦ The discount is applied during order entry to the list price shown in the NAPT output.
- ♦ The loops affected by this discount are those that show "On-Net" from a NAPT request for loop pricing.
- ♦ The promotion applies to the 1, 2, 3 and 5-year contract terms.

All XO Promotional Pricing Expires: September 30, 2010

- ◆ GM discounts can be used for the port and discounted loop elements (GM discounts are always applied to port and loop as a combination within OE. The GM discount, if used, will further enhance the 50% off On-Net pricing reduction).
- ◆ LiNX order must be RFOE (Ready for Order Entry) by 10/31/10
- ◆ Available to new customers and new locations of existing customers
- ◆ Available for direct and indirect channels
- ◆ Pricing does not include taxes and other applicable surcharges

XO® Broadband Wireless Access Promotion

Now through September 30, 2010 customers can save **up to 55%** on broadband wireless access With special promotional pricing when they sign a three-year agreement.

Eligibility, Requirements and Conditions

- ◆ Valid on three-year terms only
- ◆ Customer provides Roof Rights at customer's building
- ◆ Customer provides rack space and power
- ◆ If roof top lease exceed the standard \$250/month, the difference will be added to the final MRC
- ◆ Civil costs to complete the wireless link (Determined at site survey) must be within budget ; if costs are above budget, the final MRC may be higher
- ◆ Pricing below is not final until full site surveys are performed and rooftop construction costs are determined
- ◆ Pricing below includes only wireless link
- ◆ The promotion is offered in select location where XO broadband wireless service is available; not available in New York and Philadelphia markets
- ◆ Available to new customers and new locations of existing customers
- ◆ Available for direct and indirect channels
- ◆ Promotion cannot be combined with any other offer or promotion, including GM discount
- ◆ Pricing does not include taxes and other applicable surcharges

Access Speed	Standard MRC	Promotional MRC
DS3	\$1,650	\$1,365
100 Mbps	\$2,470	\$1,450
OC3	\$3,060	\$1,385
200 Mbps	ICB	\$1,491
300 Mbps	ICB	\$1,558
400 Mbps	ICB	\$1,580
800 Mbps	ICB	\$2,026
GigE	ICB	\$2,079

All XO Promotional Pricing Expires: September 30, 2010

Enterprise SIP: No Early Termination Fees Year One

Available for a limited time*, XO Communications offers special no-risk contract terms for its Enterprise SIP solution. During the first year of your contract, enjoy month-to-month terms and, if for any reason you are dissatisfied with the service, you can cancel your agreement with no early termination fees. The offer is available with the following contract durations:

- 3 years
- 5 years

IP Flex/IP Flex with VPN/SIP with IP LD

IP LD Plans/MRC	2,000 Minutes/\$60	5,000 Minutes/\$137	10,000 Minutes/\$275	20,000 Minutes+/\$550 or higher
1.5 Mbps	\$375	\$325	\$275	\$225
3.0 Mbps	\$675	\$649	\$625	\$599
4.5 Mbps	\$899	\$875	\$849	\$775
10 Mbps	\$525 + (loop -- 10%)	\$525 + (loop -- 15%)	\$525 + (loop -- 20%)	\$525 + (loop -- 25%)

VPN Pricing (for IP Flex with VPN Only)

Speed	MRC
IP VPN Feature 1.5 Mbps	\$138.75
IP VPN Feature 3.0 Mbps	\$150.00
IP VPN Feature 10 Mbps	\$165.00

Eligibility, Requirements and Conditions

- ♦ Valid only on 3-year term
- ♦ Available to new customers and new locations of existing customers
- ♦ Available to Contract Renewals & Existing locations only if location **does not** currently have an LD Bucket or Corporate LD Plan
- ♦ Green Zone and Yellow zone only (must meet Yellow Zone minimums)
- ♦ Promotional pricing does not include taxes and other surcharges
- ♦ Valid through September 30, 2010
- ♦ Additional features (Block of DIDs, ACR, etc.) will be charged at standard rates
- ♦ Same pricing for all XO markets

XO® MPLS IP-VPN + Managed Security + Router Rental Promotion

Customers can get **free management and monitoring of their router** when they buy the XO MPLS IP-VPN and XO Managed Security services, along with renting a router on a three-year agreement.

Eligibility, Requirements and Conditions

- Valid on three-year terms only
- Available to new customers and new locations
- Green zone only
- GM discounts may be applied to MPLS IP-VPN and Managed Security
- Customer will see a credit for the next 36 months titled "Strategic Customer Allowance 36 Mths" for the amount of the Management & Monitoring Fee MRC. After 36 months, credit will discontinue.

Pricing

Management and monitoring free with purchase of XO MPLS IP VPN and XO Managed Security Services along with router rental. To illustrate customer savings for this promotion, below are the standard rates for the Management & Monitoring feature on a 3-year term:

Port	Management & Monitoring MRC (for 3-year contracts)
DS1	\$40
4xT1	\$70
10 Mbps Ethernet	\$70
DS3	\$205
100 Mbps Ethernet	\$205
Gig-E	\$205

XO® Multi PRI Promotion

Buy 3-5, 6-9, or 10 or more PRIs on one service order and qualify for a price of \$275, \$250, or \$225 each.

# of PRIs	MRC
3-5 PRIs	\$275
6-9 PRIs	\$250
10+ PRIs	\$225

The following eligibility rules and requirements apply:

Valid only on 3-year terms.

- Available to new customers, new locations AND to existing customers adding additional PRIs at existing locations. Existing PRIs do NOT count toward the total number of PRIs for the promotional pricing. Current install waiver policy applies
- Only Green Zone locations qualify for promotional pricing. If customer has a mix of Green and Yellow zone locations, all locations count toward the total **number** of PRIs, but Yellow zone locations must meet the Yellow zone minimums (Example: customer orders 10 PRIs, with 7 Green @ \$225 and 3 Yellow @ Yellow zone minimum price.)

All XO Promotional Pricing Expires: September 30, 2010

- Promotion does NOT apply to inbound PRIs or dedicated Long Distance T1 PRIs.
- Promotional pricing is valid in all markets.
- In measured markets, local usage is NOT included.
 - The flat-rate local option can be applied to the promotional PRI.
- Promotional pricing does not include applicable taxes or surcharges, with the exception of FSLC and LNP, which is included in the ISDN PRI MRC.
- Additional features (block of DIDs, ERR, etc.) will be charged at standard rates.

XO® PRI with ERR Functionality Promotion

Single PRIs will have a price point of \$399 MRC with a waiver of installation charges.

Valid on three-year terms only.

- Includes up to 100 DID numbers (**PRI's will not be automatically configured with 100 DID's -- customers need to order the exact number of DID's required**).
- Includes XO ERR feature (one route only). XO will waive installation charges (\$250) and MRC (\$25) for one ERR route. (**PRI's will not be automatically configured with ERR -- customers need to order ERR feature if required**).
- In the event the PRI is down, the ERR feature will automatically direct incoming calls to the alternate backup phone number.
- Available to new customers, new locations AND to existing customers adding additional PRIs at existing locations.
- Promotional pricing is valid in all markets. Only Green Zone locations qualify for promotional pricing. Yellow zone locations must meet the Yellow zone revenue minimums.
- No further ICB discounting or General Manager (GM) discounting can apply to the ISDN PRI.
- In measured markets, local usage is NOT included.
 - The flat-rate local option can be applied to the promotional PRI.
- Promotional pricing does not include applicable taxes or surcharges. Federal Subscriber Line Charge (FSLC) and Local Number Portability (LNP) charge are included in the ISDN PRI MRC.
- Additional features (block of DIDs over 100, ERR additional paths, etc.) will be charged at standard rates

Q3 2010 XO Toll-Free Numbers Promotion

Description Now through September 30, 2010 customers will be able to take advantage of competitive pricing on toll-free numbers monthly recurring charges available for one, two, three, and five-year contract terms. The longer the customer's contract, the lower the monthly recurring charge is per toll-free number.

Eligibility, Requirements and Conditions

All XO Promotional Pricing Expires: September 30, 2010

- ◆ Available to Green, Yellow or Red Zones
- ◆ Must be sold with **and pointing to** a local voice (i.e. ISDN PRI, BBL) , IP (i.e. Flex, SIP, Flex w/ VPN, ESIP) or Dedicated LD service
- ◆ Available to New Customers, New Locations & Contract Renewals
- ◆ Must have at least 500 minutes of usage on each toll-free number
- ◆ Call duration must be at least 3 minutes in length
- ◆ Discounted pricing based on terms (1 Year \$5 per TF, 2 Year \$3 per TF, 3 Year \$1 per TF)
- ◆ Additional GM discounts may not apply
- ◆ No footprint requirements
- ◆ Promotional pricing does not include taxes and other surcharges
- ◆ Available for direct and indirect channels
- ◆ Can be used with XO IP Flex, XO IP Flex with VPN, XO SIP + LD Q3 2010 Promo
- ◆ LiNX order must be RFOE (Ready for Order Entry) by 10/31/10