



PRODUCT SPECIFICATIONS DOCUMENT

Provided by: Lightyear Product Development

Product Name: Lightyear SmartConnect – Stand alone and as a component of Lightyear SmartStream

Product Manager: John Hickey <3071>

Product Systems Manager: DERON SIMPSON <3012>

Product Development

I. DOCUMENT REVISION HISTORY

Date	Revision #	Description	Author
4/15/01	1.0	Original product requirements document	John Hickey
4/24/01	1.1	Revisions made after initial systems meetings	John Hickey
4/29/01	1.2	More revisions	John Hickey
4/30/01	1.3	More revisions from Tech center meeting	John Hickey
5/18/01	1.4	Revisions based upon Eforms/Portal questions and meetings and other department updates	John Hickey
6/12/01	1.5	Changed to SmartConnect and updated commission information	John Hickey
6/21/01	1.6	Added GUI descriptions, bill descriptions, approved pricing and changed add-on specs to match stand-alone specs	John Hickey

II. GENERAL INFORMATION

Product Overview and Description:

Lightyear SmartConnect is Lightyear's on-net wide area networking (WAN) product, offering customers WAN connectivity to Lightyear's ATM network. Lightyear SmartConnect service offering is designed for customers wishing to connect multiple locations for applications that require non-constant (i.e. "bursty") data transmission. One example of this connectivity would be a LAN-to-LAN connection. Lightyear SmartConnect will be offered as a stand-alone product and as an option of Lightyear's SmartStream bundle.

- Lightyear SmartConnect – On-net stand-alone product
 - Will offer WAN connectivity to multiple locations within an on-net market, in multiple on-net markets, or a combination of both. This product will look very similar to Lightyear's existing off-net frame relay product, i.e. multiple port speed and PVC/CIR options.
- Lightyear SmartConnect – SmartStream bundle add-on option
 - Will offer WAN connectivity to multiple locations within an on-net market, in multiple on-net markets, or a combination of both. This product will look very similar to Lightyear's existing off-net frame relay product, i.e. multiple port speed and PVC/CIR options.

Product Timeline:

- Specification Development =
- Engineering Testing =
- System Requirements =
- Product Build =

Product Development

- System Testing =
- Product Launch = 6/15/01

Product Specifications:

- **Lightyear SmartConnect – stand-alone**
 - Dedicated access options: DS0 and DS1 – other options may be added in future
 - Port Speed options (in Kbps): 64, 128, 256, 384, 512, 768, 1024, 1536
 - PVC/CIR rules:
 - Minimum PVC/CIR speed must be at least $\frac{1}{4}$ port speed (PVC/CIR $\geq \frac{1}{4}$ port speed [P_s])
 - Able to burst to port speed
 - PVC/CIR speed availability (in Kbps): 16, 32, 48, 64 and in 64K increments above 64 up to 1536 – No zero PVC/CIR is available
 - PVC/CIR must be symmetrical
 - PVC/CIR assignments are full duplex
 - 200% over-subscription available for all frame relay ports greater than 64Kbps – 200% is a guideline and not a business rule (Eforms please show a note that a customer has oversubscribed their port by 200%)
 - Line Coding: B8ZS as standard with AMI available with the required approval only (no need to capture this information in Eforms because B8ZS is standard – AMI request must be placed in notes section for IDS to provision correctly)
 - LMI polling protocols supported (must be captured on the order side of Eforms):
 - CCITT Q.933 Annex A
 - ANSI T1.617 Annex D
 - Cisco proprietary LMI
 - Standards: RFC 1490 (does not need to be captured by Eforms)
 - Four Lightyear SmartConnect stand-alone options available
 - Option #1: IAD based serial port access
 - Lightyear premise equipment (LPE) kit with approved Accelerated Network IAD provided by Lightyear to customer
 - Connection Method: Frame Relay PVC to Lightyear Network
 - Option #2: IAD based Ethernet port access
 - Lightyear premise equipment (LPE) kit with approved Accelerated Network IAD provided by Lightyear to customer
 - Connection Method: ATM VBR_{NRT} VC to Lightyear Network
 - ♦ SCR – same as listed in the PVC/CIR rules above
 - ♦ PCR – same as port speeds listed above
 - Option #3: Non-IAD based serial port access
 - Lightyear premise equipment (LPE) kit with approved Cisco router provided by Lightyear to customer
 - Connection Method: Frame Relay PVC to Lightyear Network
 - Option #4: Non-IAD based – customer provided customer premise equipment (CPE) access
 - Customer provided CPE as approved by Lightyear
 - Connection Method: DS0 or DS1 access to Lightyear Network
 - Maintenance packages
 - Only available only for options 1, 2, and 3 above

Product Development

- 8x5 is the standard package, with 24x5 and 24x7 upgrades available for a monthly fee that is listed below
- Upgraded maintenance packages fees should be applied at the service instance level
- Maintenance package can vary for each service instance/order
- One of the three packages must be chosen for each service instance/order
- Service level agreements (SLAs) available and similar to Lightyear SmartStream
- **Lightyear SmartConnect – Lightyear SmartStream bundle add-on option**
 - Dedicated access options: DS1 – other options may be added in future
 - Port Speed options (in Kbps): 64, 128, 256, 384, 512, 768, 1024
 - PVC/CIR rules:
 - Minimum PVC/CIR speed must be at least $\frac{1}{4}$ port speed (PVC/CIR $\geq \frac{1}{4}$ port speed [P_s])
 - Able to burst to port speed
 - PVC/CIR speed availability (in Kbps): 16, 32, 48, 64 and in 64K increments above 64 up to 1024 – No zero PVC/CIR is available
 - PVC/CIR must be symmetrical
 - PVC/CIR assignments are full duplex
 - 200% over-subscription available for all frame relay ports greater than 64Kbps – 200% is a guideline and not a business rule (Eforms please show a note that a customer has oversubscribed their port by 200%)
 - Line Coding: B8ZS as standard with AMI available with the required approval only (no need to capture this information in Eforms because B8ZS is standard)
 - LMI polling protocols supported (must be captured on the order side of Eforms):
 - CCITT Q.933 Annex A
 - ANSI T1.617 Annex D
 - Cisco proprietary LMI
 - Standards: RFC 1490 (does not need to be captured by Eforms)
 - Two Lightyear SmartConnect options available
 - Option #1: IAD based serial port access
 - Lightyear premise equipment (LPE) kit with approved Accelerated Network IAD provided by Lightyear to customer
 - Connection Method: v.35 port (Frame Relay PVC to Lightyear Network)
 - Option #2: IAD based Ethernet port access
 - Lightyear premise equipment (LPE) kit with approved Accelerated Network IAD provided by Lightyear to customer
 - Connection Method: ATM VBR_{NRT} VC to Lightyear Network
 - SCR – same as guaranteed bandwidth speed listed above
 - PCR – twice guaranteed bandwidth speeds listed above
 - Maintenance packages and monitoring services available for Lightyear SmartStream will cover the Lightyear SmartConnect add-on bundle option
 - Covered under available Lightyear SmartStream service level agreement (SLA)

Product Development

Product Restrictions (some restrictions may be lifted at later dates):

- Customer must authorize Lightyear to order and provide as part of service all local loops that facilitate the service. Under no circumstance may a customer order the local loop portion of the service.
- No Network-to-Network Interface (NNI) connectivity between Lightyear on-net frame relay and other frame relay networks.
- International frame relay unavailable
- No multi-link frame relay
- Asymmetrical network engineering unavailable, i.e. PVC/CIR cannot be asymmetrical
- No access types greater than DS1 available
- Maximum number of PVCs per service instance/order dependent upon equipment used
 - IAD – 14 PVCs available without exception
 - Cisco 1720 – 18 PVCs available
 - PD HELPS approval needed for any PVCs greater than 18 for the Cisco 1720
 - Customer provided equipment – 200 PVCs
 - PD HELPS approval needed for any PVCs greater than 200 for a customer that provides its own equipment
- No managed services (one of three standard maintenance packages) for customers when Lightyear does not provide premise equipment.
- No utilization reporting available

III. PRICING INFORMATION (please note that retail pricing was approved 6/21/01)

A. Components - Lightyear SmartConnect – stand-alone listed below:

Option #1: LPE IAD based serial port access	MRC*	NRC*	
Port Speed (in Kbps):			
➤ 64	\$450	\$100	
➤ 128	\$525	\$250	
➤ 256	\$600	\$250	
➤ 384	\$650	\$250	
➤ 512	\$700	\$250	
➤ 768	\$750	\$250	
➤ 1024	\$800	\$250	
➤ 1536	\$850	\$250	
PVC/CIR (in Kbps):			
➤ 16	\$1.50	\$15	
➤ 32	\$3.00	\$15	
➤ 48	\$4.50	\$15	
➤ 64	\$6.00	\$15	
➤ 128	\$12.00	\$15	
➤ 192	\$18.00	\$15	
➤ 256	\$24.00	\$15	
➤ 320	\$30.00	\$15	
➤ 384	\$36.00	\$15	
➤ 448	\$42.00	\$15	
➤ 512	\$48.00	\$15	
➤ 576	\$54.00	\$15	

Product Development

➤ 640	\$60.00	\$15	
➤ 704	\$66.00	\$15	
➤ 768	\$72.00	\$15	
➤ 832	\$78.00	\$15	
➤ 896	\$84.00	\$15	
➤ 960	\$90.00	\$15	
➤ 1024	\$96.00	\$15	
➤ 1088	\$102.00	\$15	
➤ 1152	\$108.00	\$15	
➤ 1216	\$114.00	\$15	
➤ 1280	\$120.00	\$15	
➤ 1344	\$126.00	\$15	
➤ 1408	\$132.00	\$15	
➤ 1472	\$138.00	\$15	
➤ 1536	\$144.00	\$15	

A. Components - Lightyear SmartConnect – stand-alone (continued):

Option #2: LPE IAD based Ethernet port access	MRC*	NRC*	
Port Speed (in Kbps):			
➤ 64	\$450	\$150	
➤ 128	\$525	\$250	
➤ 256	\$600	\$250	
➤ 384	\$650	\$250	
➤ 512	\$700	\$250	
➤ 768	\$750	\$250	
➤ 1024	\$800	\$250	
➤ 1536	\$850	\$250	
PVC/CIR (in Kbps):			
➤ 16	\$1.50	\$15	
➤ 32	\$3.00	\$15	
➤ 48	\$4.50	\$15	
➤ 64	\$6.00	\$15	
➤ 128	\$12.00	\$15	
➤ 192	\$18.00	\$15	
➤ 256	\$24.00	\$15	
➤ 320	\$30.00	\$15	
➤ 384	\$36.00	\$15	
➤ 448	\$42.00	\$15	
➤ 512	\$48.00	\$15	
➤ 576	\$54.00	\$15	
➤ 640	\$60.00	\$15	
➤ 704	\$66.00	\$15	
➤ 768	\$72.00	\$15	
➤ 832	\$78.00	\$15	
➤ 896	\$84.00	\$15	
➤ 960	\$90.00	\$15	
➤ 1024	\$96.00	\$15	
➤ 1088	\$102.00	\$15	
➤ 1152	\$108.00	\$15	
➤ 1216	\$114.00	\$15	
➤ 1280	\$120.00	\$15	
➤ 1344	\$126.00	\$15	
➤ 1408	\$132.00	\$15	

Product Development

➤ 1472	\$138.00	\$15	
➤ 1536	\$144.00	\$15	

A. Components - Lightyear SmartConnect – stand-alone (continued):

Option #3: LPE non-IAD based serial port access	MRC*	NRC*	
Port Speed (in Kbps):			
➤ 64	\$450	\$150	
➤ 128	\$525	\$250	
➤ 256	\$600	\$250	
➤ 384	\$650	\$250	
➤ 512	\$700	\$250	
➤ 768	\$750	\$250	
➤ 1024	\$800	\$250	
➤ 1536	\$850	\$250	
PVC/CIR (in Kbps):			
➤ 16	\$1.50	\$15	
➤ 32	\$3.00	\$15	
➤ 48	\$4.50	\$15	
➤ 64	\$6.00	\$15	
➤ 128	\$12.00	\$15	
➤ 192	\$18.00	\$15	
➤ 256	\$24.00	\$15	
➤ 320	\$30.00	\$15	
➤ 384	\$36.00	\$15	
➤ 448	\$42.00	\$15	
➤ 512	\$48.00	\$15	
➤ 576	\$54.00	\$15	
➤ 640	\$60.00	\$15	
➤ 704	\$66.00	\$15	
➤ 768	\$72.00	\$15	
➤ 832	\$78.00	\$15	
➤ 896	\$84.00	\$15	
➤ 960	\$90.00	\$15	
➤ 1024	\$96.00	\$15	
➤ 1088	\$102.00	\$15	
➤ 1152	\$108.00	\$15	
➤ 1216	\$114.00	\$15	
➤ 1280	\$120.00	\$15	
➤ 1344	\$126.00	\$15	
➤ 1408	\$132.00	\$15	
➤ 1472	\$138.00	\$15	
➤ 1536	\$144.00	\$15	

Product Development

A. Components - Lightyear SmartConnect – stand-alone (continued):

Option #4: customer CPE serial port access	MRC*	NRC*	
Port Speed (in Kbps):			
➤ 64	\$50	\$100	
➤ 128	\$125	\$250	
➤ 256	\$200	\$250	
➤ 384	\$250	\$250	
➤ 512	\$300	\$250	
➤ 768	\$350	\$250	
➤ 1024	\$400	\$250	
➤ 1536	\$450	\$250	
PVC/CIR (in Kbps):			
➤ 16	\$1.50	\$15	
➤ 32	\$3.00	\$15	
➤ 48	\$4.50	\$15	
➤ 64	\$6.00	\$15	
➤ 128	\$12.00	\$15	
➤ 192	\$18.00	\$15	
➤ 256	\$24.00	\$15	
➤ 320	\$30.00	\$15	
➤ 384	\$36.00	\$15	
➤ 448	\$42.00	\$15	
➤ 512	\$48.00	\$15	
➤ 576	\$54.00	\$15	
➤ 640	\$60.00	\$15	
➤ 704	\$66.00	\$15	
➤ 768	\$72.00	\$15	
➤ 832	\$78.00	\$15	
➤ 896	\$84.00	\$15	
➤ 960	\$90.00	\$15	
➤ 1024	\$96.00	\$15	
➤ 1088	\$102.00	\$15	
➤ 1152	\$108.00	\$15	
➤ 1216	\$114.00	\$15	
➤ 1280	\$120.00	\$15	
➤ 1344	\$126.00	\$15	
➤ 1408	\$132.00	\$15	
➤ 1472	\$138.00	\$15	
➤ 1536	\$144.00	\$15	

Product Development

B. Components- (Lightyear SmartConnect – Lightyear SmartStream bundle add-on option):

Lightyear SmartConnect add-on – LPE IAD based Ethernet Port Access	MRC*	NRC*
Port Speed (in Kbps):		
➤ 64	\$50	\$100
➤ 128	\$125	\$250
➤ 256	\$200	\$250
➤ 384	\$250	\$250
➤ 512	\$300	\$250
➤ 768	\$350	\$250
➤ 1024	\$400	\$250
➤ 1536	\$450	\$250
PVC/CIR (in Kbps):		
➤ 16	\$1.50	\$15
➤ 32	\$3.00	\$15
➤ 48	\$4.50	\$15
➤ 64	\$6.00	\$15
➤ 128	\$12.00	\$15
➤ 192	\$18.00	\$15
➤ 256	\$24.00	\$15
➤ 320	\$30.00	\$15
➤ 384	\$36.00	\$15
➤ 448	\$42.00	\$15
➤ 512	\$48.00	\$15
➤ 576	\$54.00	\$15
➤ 640	\$60.00	\$15
➤ 704	\$66.00	\$15
➤ 768	\$72.00	\$15
➤ 832	\$78.00	\$15
➤ 896	\$84.00	\$15
➤ 960	\$90.00	\$15
➤ 1024	\$96.00	\$15
➤ 1088	\$102.00	\$15
➤ 1152	\$108.00	\$15
➤ 1216	\$114.00	\$15
➤ 1280	\$120.00	\$15
➤ 1344	\$126.00	\$15
➤ 1408	\$132.00	\$15
➤ 1472	\$138.00	\$15
➤ 1536	\$144.00	\$15

C. Components - (Lightyear SmartConnect – Lightyear SmartStream stand-alone maintenance monthly recurring charges):

Maintenance Package	Additional MRC*	NRC	
Guaranteed bandwidth availability (in Kbps):			
➤ 8 hours x 5 days	\$0	\$0	
➤ 24 hours x 5 days	\$35	\$0	
➤ 24 hours x 7 days	\$70	\$0	

* MRC should be applied per service instance

Product Development

Business Rules:

- Determine whether the component is account level or service instance level. Most components built in Arbor are at the service instance level.

The components (Port, PVC/CIR and Maintenance) should be applied at the service instance level.

- Define any component restrictions related to agent, carrier, npa/nxx, or state.

Limited to the markets where Lightyear SmartStream is available.

- Define the description that should be shown in the Arbor GUI for the component.

GUI DISPLAY_VALUE for MRCs
Lightyear SmartConnect 64K Port w/equip - 1 year
Lightyear SmartConnect 64K Port w/equip - 2 year
Lightyear SmartConnect 64K Port w/equip - 3 year
Lightyear SmartConnect 64K Port w/equip - 4 year
Lightyear SmartConnect 64K Port w/equip - 5 year
Lightyear SmartConnect 128K Port w/equip - 1 year
Lightyear SmartConnect 128K Port w/equip - 2 year
Lightyear SmartConnect 128K Port w/equip - 3 year
Lightyear SmartConnect 128K Port w/equip - 4 year
Lightyear SmartConnect 128K Port w/equip - 5 year
Lightyear SmartConnect 256K Port w/equip - 1 year
Lightyear SmartConnect 256K Port w/equip - 2 year
Lightyear SmartConnect 256K Port w/equip - 3 year
Lightyear SmartConnect 256K Port w/equip - 4 year
Lightyear SmartConnect 256K Port w/equip - 5 year
Lightyear SmartConnect 384K Port w/equip - 1 year
Lightyear SmartConnect 384K Port w/equip - 2 year
Lightyear SmartConnect 384K Port w/equip - 3 year
Lightyear SmartConnect 384K Port w/equip - 4 year
Lightyear SmartConnect 384K Port w/equip - 5 year
Lightyear SmartConnect 512K Port w/equip - 1 year
Lightyear SmartConnect 512K Port w/equip - 2 year
Lightyear SmartConnect 512K Port w/equip - 3 year
Lightyear SmartConnect 512K Port w/equip - 4 year
Lightyear SmartConnect 512K Port w/equip - 5 year
Lightyear SmartConnect 768K Port w/equip - 1 year
Lightyear SmartConnect 768K Port w/equip - 2 year
Lightyear SmartConnect 768K Port w/equip - 3 year
Lightyear SmartConnect 768K Port w/equip - 4 year
Lightyear SmartConnect 768K Port w/equip - 5 year

Product Development

Lightyear SmartConnect 1024K Port w/equip - 1 year
Lightyear SmartConnect 1024K Port w/equip - 2 year
Lightyear SmartConnect 1024K Port w/equip - 3 year
Lightyear SmartConnect 1024K Port w/equip - 4 year
Lightyear SmartConnect 1024K Port w/equip - 5 year
Lightyear SmartConnect 1536K Port w/equip - 1 year
Lightyear SmartConnect 1536K Port w/equip - 2 year
Lightyear SmartConnect 1536K Port w/equip - 3 year
Lightyear SmartConnect 1536K Port w/equip - 4 year
Lightyear SmartConnect 1536K Port w/equip - 5 year
Lightyear SmartConnect 64K Port w/o equip -- 1 year
Lightyear SmartConnect 64K Port w/o equip -- 2 year
Lightyear SmartConnect 64K Port w/o equip -- 3 year
Lightyear SmartConnect 64K Port w/o equip -- 4 year
Lightyear SmartConnect 64K Port w/o equip -- 5 year
Lightyear SmartConnect 64K Port w/o equip -- 5 year
Lightyear SmartConnect 128K Port w/o equip - 1 year
Lightyear SmartConnect 128K Port w/o equip - 2 year
Lightyear SmartConnect 128K Port w/o equip - 3 year
Lightyear SmartConnect 128K Port w/o equip - 4 year
Lightyear SmartConnect 128K Port w/o equip - 5 year
Lightyear SmartConnect 256K Port w/o equip - 1 year
Lightyear SmartConnect 256K Port w/o equip - 2 year
Lightyear SmartConnect 256K Port w/o equip - 3 year
Lightyear SmartConnect 256K Port w/o equip - 4 year
Lightyear SmartConnect 256K Port w/o equip - 5 year
Lightyear SmartConnect 384K Port w/o equip - 1 year
Lightyear SmartConnect 384K Port w/o equip - 2 year
Lightyear SmartConnect 384K Port w/o equip - 3 year
Lightyear SmartConnect 384K Port w/o equip - 4 year
Lightyear SmartConnect 384K Port w/o equip - 5 year
Lightyear SmartConnect 512K Port w/o equip - 1 year
Lightyear SmartConnect 512K Port w/o equip - 2 year
Lightyear SmartConnect 512K Port w/o equip - 3 year
Lightyear SmartConnect 512K Port w/o equip - 4 year
Lightyear SmartConnect 512K Port w/o equip - 5 year
Lightyear SmartConnect 768K Port w/o equip - 1 year
Lightyear SmartConnect 768K Port w/o equip - 2 year
Lightyear SmartConnect 768K Port w/o equip - 3 year
Lightyear SmartConnect 768K Port w/o equip - 4 year
Lightyear SmartConnect 768K Port w/o equip - 5 year
Lightyear SmartConnect 1024K Port w/o equip - 1 year
Lightyear SmartConnect 1024K Port w/o equip - 2 year
Lightyear SmartConnect 1024K Port w/o equip - 3 year
Lightyear SmartConnect 1024K Port w/o equip - 4 year
Lightyear SmartConnect 1024K Port w/o equip - 5 year
Lightyear SmartConnect 1536K Port w/o equip - 1 year

Product Development

Lightyear SmartConnect 1536K Port w/o equip - 2 year
Lightyear SmartConnect 1536K Port w/o equip - 3 year
Lightyear SmartConnect 1536K Port w/o equip - 4 year
Lightyear SmartConnect 1536K Port w/o equip - 5 year
Lightyear SmartConnect 64K Port add-on to Lightyear SmartStream
Lightyear SmartConnect 128K Port add-on to Lightyear SmartStream
Lightyear SmartConnect 256K Port add-on to Lightyear SmartStream
Lightyear SmartConnect 384K Port add-on to Lightyear SmartStream
Lightyear SmartConnect 512K Port add-on to Lightyear SmartStream
Lightyear SmartConnect 768K Port add-on to Lightyear SmartStream
Lightyear SmartConnect 1024K Port add-on to Lightyear SmartStream
Lightyear SmartConnect 1536K Port add-on to Lightyear SmartStream
Lightyear SmartConnect PVC/CIR 16K - 1 year
Lightyear SmartConnect PVC/CIR 16K - 2 year
Lightyear SmartConnect PVC/CIR 16K - 3 year
Lightyear SmartConnect PVC/CIR 16K - 4 year
Lightyear SmartConnect PVC/CIR 16K - 5 year
Lightyear SmartConnect PVC/CIR 32K - 1 year
Lightyear SmartConnect PVC/CIR 32K - 2 year
Lightyear SmartConnect PVC/CIR 32K - 3 year
Lightyear SmartConnect PVC/CIR 32K - 4 year
Lightyear SmartConnect PVC/CIR 32K - 5 year
Lightyear SmartConnect PVC/CIR 48K - 1 year
Lightyear SmartConnect PVC/CIR 48K - 2 year
Lightyear SmartConnect PVC/CIR 48K - 3 year
Lightyear SmartConnect PVC/CIR 48K - 4 year
Lightyear SmartConnect PVC/CIR 48K - 5 year
Lightyear SmartConnect PVC/CIR 64K - 1 year
Lightyear SmartConnect PVC/CIR 64K - 2 year
Lightyear SmartConnect PVC/CIR 64K - 3 year
Lightyear SmartConnect PVC/CIR 64K - 4 year
Lightyear SmartConnect PVC/CIR 64K - 5 year
Lightyear SmartConnect PVC/CIR 128K - 1 year
Lightyear SmartConnect PVC/CIR 128K - 2 year
Lightyear SmartConnect PVC/CIR 128K - 3 year
Lightyear SmartConnect PVC/CIR 128K - 4 year
Lightyear SmartConnect PVC/CIR 128K - 5 year
Lightyear SmartConnect PVC/CIR 192K - 1 year
Lightyear SmartConnect PVC/CIR 192K - 2 year
Lightyear SmartConnect PVC/CIR 192K - 3 year
Lightyear SmartConnect PVC/CIR 192K - 4 year
Lightyear SmartConnect PVC/CIR 192K - 5 year
Lightyear SmartConnect PVC/CIR 256K - 1 year
Lightyear SmartConnect PVC/CIR 256K - 2 year
Lightyear SmartConnect PVC/CIR 256K - 3 year
Lightyear SmartConnect PVC/CIR 256K - 4 year
Lightyear SmartConnect PVC/CIR 256K - 5 year

Product Development

Lightyear SmartConnect PVC/CIR 320K - 1 year
Lightyear SmartConnect PVC/CIR 320K - 2 year
Lightyear SmartConnect PVC/CIR 320K - 3 year
Lightyear SmartConnect PVC/CIR 320K - 4 year
Lightyear SmartConnect PVC/CIR 320K - 5 year
Lightyear SmartConnect PVC/CIR 384K - 1 year
Lightyear SmartConnect PVC/CIR 384K - 2 year
Lightyear SmartConnect PVC/CIR 384K - 3 year
Lightyear SmartConnect PVC/CIR 384K - 4 year
Lightyear SmartConnect PVC/CIR 384K - 5 year
Lightyear SmartConnect PVC/CIR 448K - 1 year
Lightyear SmartConnect PVC/CIR 448K - 2 year
Lightyear SmartConnect PVC/CIR 448K - 3 year
Lightyear SmartConnect PVC/CIR 448K - 4 year
Lightyear SmartConnect PVC/CIR 448K - 5 year
Lightyear SmartConnect PVC/CIR 512K - 1 year
Lightyear SmartConnect PVC/CIR 512K - 2 year
Lightyear SmartConnect PVC/CIR 512K - 3 year
Lightyear SmartConnect PVC/CIR 512K - 4 year
Lightyear SmartConnect PVC/CIR 512K - 5 year
Lightyear SmartConnect PVC/CIR 576K - 1 year
Lightyear SmartConnect PVC/CIR 576K - 2 year
Lightyear SmartConnect PVC/CIR 576K - 3 year
Lightyear SmartConnect PVC/CIR 576K - 4 year
Lightyear SmartConnect PVC/CIR 576K - 5 year
Lightyear SmartConnect PVC/CIR 640K - 1 year
Lightyear SmartConnect PVC/CIR 640K - 2 year
Lightyear SmartConnect PVC/CIR 640K - 3 year
Lightyear SmartConnect PVC/CIR 640K - 4 year
Lightyear SmartConnect PVC/CIR 640K - 5 year
Lightyear SmartConnect PVC/CIR 704K - 1 year
Lightyear SmartConnect PVC/CIR 704K - 2 year
Lightyear SmartConnect PVC/CIR 704K - 3 year
Lightyear SmartConnect PVC/CIR 704K - 4 year
Lightyear SmartConnect PVC/CIR 704K - 5 year
Lightyear SmartConnect PVC/CIR 768K - 1 year
Lightyear SmartConnect PVC/CIR 768K - 2 year
Lightyear SmartConnect PVC/CIR 768K - 3 year
Lightyear SmartConnect PVC/CIR 768K - 4 year
Lightyear SmartConnect PVC/CIR 768K - 5 year
Lightyear SmartConnect PVC/CIR 832K - 1 year
Lightyear SmartConnect PVC/CIR 832K - 2 year
Lightyear SmartConnect PVC/CIR 832K - 3 year
Lightyear SmartConnect PVC/CIR 832K - 4 year
Lightyear SmartConnect PVC/CIR 832K - 5 year
Lightyear SmartConnect PVC/CIR 896K - 1 year
Lightyear SmartConnect PVC/CIR 896K - 2 year

Product Development

Lightyear SmartConnect PVC/CIR 896K - 3 year
Lightyear SmartConnect PVC/CIR 896K - 4 year
Lightyear SmartConnect PVC/CIR 896K - 5 year
Lightyear SmartConnect PVC/CIR 960K - 1 year
Lightyear SmartConnect PVC/CIR 960K - 2 year
Lightyear SmartConnect PVC/CIR 960K - 3 year
Lightyear SmartConnect PVC/CIR 960K - 4 year
Lightyear SmartConnect PVC/CIR 960K - 5 year
Lightyear SmartConnect PVC/CIR 1024K - 1 year
Lightyear SmartConnect PVC/CIR 1024K - 2 year
Lightyear SmartConnect PVC/CIR 1024K - 3 year
Lightyear SmartConnect PVC/CIR 1024K - 4 year
Lightyear SmartConnect PVC/CIR 1024K - 5 year
Lightyear SmartConnect PVC/CIR 1088K - 1 year
Lightyear SmartConnect PVC/CIR 1088K - 2 year
Lightyear SmartConnect PVC/CIR 1088K - 3 year
Lightyear SmartConnect PVC/CIR 1088K - 4 year
Lightyear SmartConnect PVC/CIR 1088K - 5 year
Lightyear SmartConnect PVC/CIR 1152K - 1 year
Lightyear SmartConnect PVC/CIR 1152K - 2 year
Lightyear SmartConnect PVC/CIR 1152K - 3 year
Lightyear SmartConnect PVC/CIR 1152K - 4 year
Lightyear SmartConnect PVC/CIR 1152K - 5 year
Lightyear SmartConnect PVC/CIR 1216K - 1 year
Lightyear SmartConnect PVC/CIR 1216K - 2 year
Lightyear SmartConnect PVC/CIR 1216K - 3 year
Lightyear SmartConnect PVC/CIR 1216K - 4 year
Lightyear SmartConnect PVC/CIR 1216K - 5 year
Lightyear SmartConnect PVC/CIR 1280K - 1 year
Lightyear SmartConnect PVC/CIR 1280K - 2 year
Lightyear SmartConnect PVC/CIR 1280K - 3 year
Lightyear SmartConnect PVC/CIR 1280K - 4 year
Lightyear SmartConnect PVC/CIR 1280K - 5 year
Lightyear SmartConnect PVC/CIR 1344K - 1 year
Lightyear SmartConnect PVC/CIR 1344K - 2 year
Lightyear SmartConnect PVC/CIR 1344K - 3 year
Lightyear SmartConnect PVC/CIR 1344K - 4 year
Lightyear SmartConnect PVC/CIR 1344K - 5 year
Lightyear SmartConnect PVC/CIR 1408K - 1 year
Lightyear SmartConnect PVC/CIR 1408K - 2 year
Lightyear SmartConnect PVC/CIR 1408K - 3 year
Lightyear SmartConnect PVC/CIR 1408K - 4 year
Lightyear SmartConnect PVC/CIR 1408K - 5 year
Lightyear SmartConnect PVC/CIR 1472K - 1 year
Lightyear SmartConnect PVC/CIR 1472K - 2 year
Lightyear SmartConnect PVC/CIR 1472K - 3 year
Lightyear SmartConnect PVC/CIR 1472K - 4 year

Product Development

Lightyear SmartConnect PVC/CIR 1472K - 5 year
Lightyear SmartConnect PVC/CIR 1536K - 1 year
Lightyear SmartConnect PVC/CIR 1536K - 2 year
Lightyear SmartConnect PVC/CIR 1536K - 3 year
Lightyear SmartConnect PVC/CIR 1536K - 4 year
Lightyear SmartConnect PVC/CIR 1536K - 5 year

GUI DESCRIPTION_TEXT for NRCs
Lightyear SmartConnect 64K Port w/equip - Setup
Lightyear SmartConnect 128K Port w/equip - Setup
Lightyear SmartConnect 256K Port w/equip - Setup
Lightyear SmartConnect 384K Port w/equip - Setup
Lightyear SmartConnect 512K Port w/equip - Setup
Lightyear SmartConnect 768K Port w/equip - Setup
Lightyear SmartConnect 1024K Port w/equip - Setup
Lightyear SmartConnect 1536K Port w/equip - Setup
Lightyear SmartConnect 64K Port w/o equip - Setup
Lightyear SmartConnect 128K Port w/o equip - Setup
Lightyear SmartConnect 256K Port w/o equip - Setup
Lightyear SmartConnect 384K Port w/o equip - Setup
Lightyear SmartConnect 512K Port w/o equip - Setup
Lightyear SmartConnect 768K Port w/o equip - Setup
Lightyear SmartConnect 1024K Port w/o equip - Setup
Lightyear SmartConnect 1536K Port w/o equip - Setup
Lightyear SmartConnect 64K Port add-on to Lightyear SmartStream - Setup
Lightyear SmartConnect 128K Port add-on to Lightyear SmartStream - Setup
Lightyear SmartConnect 256K Port add-on to Lightyear SmartStream - Setup
Lightyear SmartConnect 384K Port add-on to Lightyear SmartStream - Setup
Lightyear SmartConnect 512K Port add-on to Lightyear SmartStream - Setup
Lightyear SmartConnect 768K Port add-on to Lightyear SmartStream - Setup
Lightyear SmartConnect 1024K Port add-on to Lightyear SmartStream - Setup
Lightyear SmartConnect 1536K Port add-on to Lightyear SmartStream - Setup
Lightyear SmartConnect PVC/CIR 16K - Setup
Lightyear SmartConnect PVC/CIR 32K - Setup
Lightyear SmartConnect PVC/CIR 48K - Setup
Lightyear SmartConnect PVC/CIR 64K - Setup
Lightyear SmartConnect PVC/CIR 128K - Setup
Lightyear SmartConnect PVC/CIR 192K - Setup
Lightyear SmartConnect PVC/CIR 256K - Setup
Lightyear SmartConnect PVC/CIR 320K - Setup
Lightyear SmartConnect PVC/CIR 384K - Setup
Lightyear SmartConnect PVC/CIR 448K - Setup
Lightyear SmartConnect PVC/CIR 512K - Setup
Lightyear SmartConnect PVC/CIR 576K - Setup
Lightyear SmartConnect PVC/CIR 640K - Setup
Lightyear SmartConnect PVC/CIR 704K - Setup
Lightyear SmartConnect PVC/CIR 768K - Setup

Product Development

Lightyear SmartConnect PVC/CIR 832K - Setup
Lightyear SmartConnect PVC/CIR 896K - Setup
Lightyear SmartConnect PVC/CIR 960K - Setup
Lightyear SmartConnect PVC/CIR 1024K - Setup
Lightyear SmartConnect PVC/CIR 1088K - Setup
Lightyear SmartConnect PVC/CIR 1152K - Setup
Lightyear SmartConnect PVC/CIR 1216K - Setup
Lightyear SmartConnect PVC/CIR 1280K - Setup
Lightyear SmartConnect PVC/CIR 1344K - Setup
Lightyear SmartConnect PVC/CIR 1408K - Setup
Lightyear SmartConnect PVC/CIR 1472K - Setup
Lightyear SmartConnect PVC/CIR 1536K - Setup

The GUI description for the Maintenance packages already exists and will remain the same.

- Determine the package that the component should fall under. Define any new packages needed to accommodate new types of products.

Lightyear SmartConnect stand-alone should be its own product package component, as Lightyear SmartNet is stand-alone Internet access. The Lightyear SmartConnect bundle add-on options for Lightyear SmartStream will need to be new components that can only be added on to the bundle.

- Determine which product line the component falls under, or create a new product line to accommodate a new product type.

Lightyear SmartConnect, both stand-alone and the Lightyear SmartConnect bundle add-on option, falls under the Lightyear SmartStream product line. However, we will need product reporting to distinguish between the two variations of SmartConnect. For purposes of the bill, Lightyear SmartConnect should be placed under the data section.

Charges (MRC'S and NRC'S)- Optional Features

The Lightyear SmartConnect stand-alone will have no optional features at this time. Lightyear SmartConnect bundle add-on option will no optional features at this time, other than those that currently exist for the Lightyear SmartStream. Optional features may be added in the future, such as utilization reporting.

MRC Business Rules:

- Define all Monthly Recurring Charges (MRCs) associated with the product. The following needs to be addressed with regards to MRCs:
 1. Define whether the MRC is applied at the Account Level or Service Instance Level. Applied at the Service Instance Level

Product Development

2. Define the description that should appear on the bill and in what section of the bill the MRC should appear.

Bill DESCRIPTION TEXT for MRCs
Lightyear SmartConnect 64K Port w/equip
Lightyear SmartConnect 128K Port w/equip
Lightyear SmartConnect 256K Port w/equip
Lightyear SmartConnect 384K Port w/equip
Lightyear SmartConnect 512K Port w/equip
Lightyear SmartConnect 768K Port w/equip
Lightyear SmartConnect 1024K Port w/equip
Lightyear SmartConnect 1536K Port w/equip
Lightyear SmartConnect 64K Port w/o equip
Lightyear SmartConnect 128K Port w/o equip
Lightyear SmartConnect 256K Port w/o equip
Lightyear SmartConnect 384K Port w/o equip
Lightyear SmartConnect 512K Port w/o equip
Lightyear SmartConnect 768K Port w/o equip
Lightyear SmartConnect 1024K Port w/o equip
Lightyear SmartConnect 1536K Port w/o equip
Lightyear SmartConnect 64K Port add-on
Lightyear SmartConnect 128K Port add-on
Lightyear SmartConnect 256K Port add-on
Lightyear SmartConnect 384K Port add-on
Lightyear SmartConnect 512K Port add-on
Lightyear SmartConnect 768K Port add-on
Lightyear SmartConnect 1024K Port add-on
Lightyear SmartConnect 1536K Port add-on
Lightyear SmartConnect PVC/CIR 16K
Lightyear SmartConnect PVC/CIR 32K
Lightyear SmartConnect PVC/CIR 48K
Lightyear SmartConnect PVC/CIR 64K
Lightyear SmartConnect PVC/CIR 128K
Lightyear SmartConnect PVC/CIR 192K
Lightyear SmartConnect PVC/CIR 256K
Lightyear SmartConnect PVC/CIR 320K
Lightyear SmartConnect PVC/CIR 384K
Lightyear SmartConnect PVC/CIR 448K
Lightyear SmartConnect PVC/CIR 512K
Lightyear SmartConnect PVC/CIR 576K
Lightyear SmartConnect PVC/CIR 640K
Lightyear SmartConnect PVC/CIR 704K
Lightyear SmartConnect PVC/CIR 768K
Lightyear SmartConnect PVC/CIR 832K
Lightyear SmartConnect PVC/CIR 896K
Lightyear SmartConnect PVC/CIR 960K
Lightyear SmartConnect PVC/CIR 1024K

Product Development

Lightyear SmartConnect PVC/CIR 1088K
Lightyear SmartConnect PVC/CIR 1152K
Lightyear SmartConnect PVC/CIR 1216K
Lightyear SmartConnect PVC/CIR 1280K
Lightyear SmartConnect PVC/CIR 1344K
Lightyear SmartConnect PVC/CIR 1408K
Lightyear SmartConnect PVC/CIR 1472K
Lightyear SmartConnect PVC/CIR 1536K

The MRC should appear in the section where Lightyear SmartStream products currently appear, whether that is in the data section or in the Lightyear SmartStream section.

3. Define if this MRC is billed in advanced or in arrears. If in advance, how many months. The MRC is billed one month in advance, as all other data products are billed.
4. Define if this is a rating plan for usage. Should the MRC first bill when usage arrives or right away? N/A
5. Define the eligibility for the MRC. The MRC is eligible in all Lightyear network on-net markets. There is no difference in charges based upon market.
6. Define the MRC rate for all combinations of rating keys. The only rating key that applies is the standard rate class, since there is no difference in charges based upon market.
7. Define any tax implications for the MRC (i.e. tax exemptions). The MRC would be taxed as any other data product, with Vertax handling all taxing. Greg Williams in FBC has been unable to determine exact taxing answers due to time constraints, but will supply them soon.
8. Define how this MRC is prorated when starting and ending in the middle of a billing cycle. The MRC should be prorated as Lightyear SmartStream currently is prorated (how is this?).
9. Determine the rate class that the MRC falls under or establish a new rate class based on a new product type. The MRC falls under that standard rate class, therefore no new rate class is needed.
10. Define any contract terms associated with the MRC. Contract terms will be the same for Lightyear SmartStream (1 –5 years). Pricing discounts may be applied for term commitments.

NRC Business Rules:

REVISION DATE
6/21/01

FILE NAME
*SmartConnect Product System
Specifications*

GROUP
Product Development

VERSION
1.6

18

Product Development

- Define all Non-Recurring Charges (NRCs) that make up the component, such as activation fees or termination fees. The following needs to be addressed with regards to NRCs:

1. Define the description that should appear on the bill and in what section of the bill it should appear.

Bill DESCRIPTION_TEXT for NRCs
Lightyear SmartConnect 64K Port w/equip - Setup
Lightyear SmartConnect 128K Port w/equip - Setup
Lightyear SmartConnect 256K Port w/equip - Setup
Lightyear SmartConnect 384K Port w/equip - Setup
Lightyear SmartConnect 512K Port w/equip - Setup
Lightyear SmartConnect 768K Port w/equip - Setup
Lightyear SmartConnect 1024K Port w/equip - Setup
Lightyear SmartConnect 1536K Port w/equip - Setup
Lightyear SmartConnect 64K Port w/o equip - Setup
Lightyear SmartConnect 128K Port w/o equip - Setup
Lightyear SmartConnect 256K Port w/o equip - Setup
Lightyear SmartConnect 384K Port w/o equip - Setup
Lightyear SmartConnect 512K Port w/o equip - Setup
Lightyear SmartConnect 768K Port w/o equip - Setup
Lightyear SmartConnect 1024K Port w/o equip - Setup
Lightyear SmartConnect 1536K Port w/o equip - Setup
Lightyear SmartConnect 64K Port add-on to Lightyear SmartStream - Setup
Lightyear SmartConnect 128K Port add-on to Lightyear SmartStream - Setup
Lightyear SmartConnect 256K Port add-on to Lightyear SmartStream - Setup
Lightyear SmartConnect 384K Port add-on to Lightyear SmartStream - Setup
Lightyear SmartConnect 512K Port add-on to Lightyear SmartStream - Setup
Lightyear SmartConnect 768K Port add-on to Lightyear SmartStream - Setup
Lightyear SmartConnect 1024K Port add-on to Lightyear SmartStream - Setup
Lightyear SmartConnect 1536K Port add-on to Lightyear SmartStream - Setup
Lightyear SmartConnect PVC/CIR 16K - Setup
Lightyear SmartConnect PVC/CIR 32K - Setup
Lightyear SmartConnect PVC/CIR 48K - Setup
Lightyear SmartConnect PVC/CIR 64K - Setup
Lightyear SmartConnect PVC/CIR 128K - Setup
Lightyear SmartConnect PVC/CIR 192K - Setup
Lightyear SmartConnect PVC/CIR 256K - Setup
Lightyear SmartConnect PVC/CIR 320K - Setup
Lightyear SmartConnect PVC/CIR 384K - Setup
Lightyear SmartConnect PVC/CIR 448K - Setup
Lightyear SmartConnect PVC/CIR 512K - Setup
Lightyear SmartConnect PVC/CIR 576K - Setup
Lightyear SmartConnect PVC/CIR 640K - Setup

Product Development

Lightyear SmartConnect PVC/CIR 704K - Setup
Lightyear SmartConnect PVC/CIR 768K - Setup
Lightyear SmartConnect PVC/CIR 832K - Setup
Lightyear SmartConnect PVC/CIR 896K - Setup
Lightyear SmartConnect PVC/CIR 960K - Setup
Lightyear SmartConnect PVC/CIR 1024K - Setup
Lightyear SmartConnect PVC/CIR 1088K - Setup
Lightyear SmartConnect PVC/CIR 1152K - Setup
Lightyear SmartConnect PVC/CIR 1216K - Setup
Lightyear SmartConnect PVC/CIR 1280K - Setup
Lightyear SmartConnect PVC/CIR 1344K - Setup
Lightyear SmartConnect PVC/CIR 1408K - Setup
Lightyear SmartConnect PVC/CIR 1472K - Setup
Lightyear SmartConnect PVC/CIR 1536K - Setup

The NRC should appear in the section where Lightyear SmartStream products currently appear, whether that is in the data section or in the Lightyear SmartStream section.

2. Determine the NRC rate for each rate class. The NRC will vary based upon the access type and the particular port chosen.
3. Define the eligibility for the NRC. The NRC is eligible in all Lightyear network on-net markets. There is no difference in charges based upon market.
4. Define any tax considerations (i.e. tax exemptions). The NRC would be taxed as any other data product
5. Determine the rate class that the NRC falls under or establish a new rate class based on a new product type. The following are the current rate classes defined in Arbor: The NRC falls under that standard rate class, therefore no new rate class is needed.
6. Define whether the NRC is applied at the Account Level or Service Instance Level. Most of the NRCs currently defined in Arbor are applied at the Service Instance Level. The NRC would be applied at the service instance level.
7. Indicate whether or not the NRC can be modifiable or adjusted. The NRC cannot be adjusted or modified.
8. Define any contract terms associated with the NRC. The NRC will be waived for customers who agree to a minimum contract term of 2 years.
11. Rating keys include: Rate class, Type_Id_NRC, currency_code, and active_date. The only rating key that applies is the standard rate class, since there is no difference in charges based upon market.

Product Development

C. Contract Terms

Business Rules:

- For each contract used to group NRCs, RCs, discounts and unit credits in a component, describe:
 1. The duration of the contract. Contracts will be available for one to five years in one-year increments. For Lightyear SmartConnect stand-alone: The customer may add nodes without changing the original contract date. The customer may change its port speed and PVC/CIR speed without changing the original contract date (exception to this rule is if the change in port speed requires a change in access facility i.e. DS0 changed to DS1 – new contract date must be established). For Lightyear SmartConnect add-on: Existing Lightyear SmartStream customer may add the Lightyear SmartConnect add-on without changing the original contract date. Existing Lightyear SmartStream customer who has Lightyear SmartConnect add-on may terminate Lightyear SmartConnect add-on without receiving termination penalties. Lightyear SmartConnect add-on should therefore be set up on a month to month basis.
 2. What is in the contract and how the contract works. Term agreements of greater than two years will allow for waiver of Lightyear installation charges. Discounts will likely be applied for customers that agree to multiple year terms. Lightyear SmartConnect stand-alone customers who terminate their service will have a termination penalty applied. This termination penalty will be \$3,500 per location and be decreased on a monthly basis based upon the term contract signed and how long the customer has had service (termination penalty = $[\$3,500/\text{term of contract}] \times [\# \text{ of months remaining}] \times [\text{number of customer locations}]$). For example, a customer that signs a two year contract for three locations and terminates service after twelve months would receive a termination penalty of \$5,250.
 3. The description that should be displayed in the GUI, if a-la-carte.
 4. The contract start date, is it as soon as it is provisioned? For options 1, 2, and 3 above, the contract date starts when service begins being passed over the circuit or within 5 days of equipment installation, whichever comes first. For option 4, the contract date starts when service begins being passed over the circuit or within 5 days of the circuit release date, whichever comes first. The circuit release date is defined as the date when the circuit has been tested and approved by IDS for service availability.

Product Development

5. If there is a fixed start or end date to the contract. The start and end dates would be dependent upon the date the service is provisioned. Not sure if this would be fixed or not.

D. Usage

There will be no usage associated with the Lightyear SmartConnect products.

Business Rules:

- Define any usage associated with the product. The following needs to be addressed with regards to usage:
 1. Define all usage rates for all usage types such as Inter/Intra State, Canada, Mexico, Offshore, and International when necessary.
 2. Define if the usage is jurisdiction based.
 3. Define any rate periods (Day, Evening, Night, Peak, Off-Peak) associated with the usage.
 4. Define billing increments/duration units associated with the usage (initial, after).
 5. Define how the usage should appear on the bill, what description it should have and in what section.
 6. What are the taxing considerations.
 7. Define if and how the usage is pre-rated.
 8. Define if the usage is event based or based on duration.
 9. Define if the usage is rated by usage band.
Define any point classes necessary for the usage.

E. Discounts

Discount schedules to be determined once retail pricing is finalized.

- Define any discounts associated with the product. The following needs to be addressed with regards to discounts:
 1. Define whether the discount should be applied at the Account Level or the Service Instance level. The discount should be applied at the account level so that all locations revenue can count toward the discount level.
 2. Indicate what types of charges the discount applies to (all recurring charges, all non-recurring charges, all usage, all charges, or a specific recurring, non-recurring, or usage charge). The only charges that the discount applies to are the recurring charges, excluding any local loop charges from this amount.
 3. Indicate the thresholds required for the discount, and the threshold type. The discount schedule will be the same as Lightyear SmartStream. Lightyear SmartConnect should also count the volume discount level for the entire account.

Product Development

Revenue	1	2	3	4	5
\$0-\$1,499.99	15%	0%	-3%	-5%	-8%
\$1,500-\$2,999.99	13%	-3%	-5%	-7%	-10%
\$3,000-\$4999.99	10%	-5%	-7%	-9%	-12%
\$5,000-\$9999.99	7%	-7%	-9%	-11%	-14%
\$10,000+	5%	-10%	-12%	-14%	-17%

4. Define the description that should appear on the bill for the discount. The same that currently exists for Lightyear SmartStream.
5. Define how the discount should appear on the bill. The discount should be applied at the account level but appear on the bill at the service instance level. The sum of all service instance level discounts should equal the account level discount.
6. Define if this discount is applicable to all rate periods. Not applicable since Lightyear SmartConnect is a monthly recurring charge and has no usage that is rate based.
7. Define if this is a bulk or incremental discount. Define any restrictions or exclusions for the discount. Like Lightyear SmartStream, the discount is a bulk discount on the recurring charges except for local loop charges.

F. Unit Credits

No unit credits for Lightyear SmartConnect are foreseen at this time.

- Define any unit credits associated with the product. The following needs to be addressed with regards to unit credits:
 1. Define whether the unit credit should be applied at the Account Level or the Service Instance level.
 2. Define the type of charges for the credit (recurring charges, non-recurring charges, usage charges, all charges)
 3. Indicate the amount of units free, or the amount of money to credit.
 4. Define the description that should appear on the bill for the unit credit.
 5. Define how the discount should appear on the bill.
 6. Define if the unit credit is applicable to all rate periods.
 7. Define if this is a bulk or incremental discount.
 8. Define any restrictions or exclusions for the unit credit.

G. Commission Information

Lightyear SmartConnect stand-alone commission information is outlined below. Lightyear SmartConnect add-on bundle option will be commissioned under the rules of Lightyear SmartStream.

Product Development

Business Rules:

Agent Sales Channel

- What will be commissioned, RC, NRC, and/or usage? The RC only. Like Lightyear SmartStream, any maintenance package upgrade revenue should be excluded from the commissionable amount.
- What is the commission percentage or flat amount? Commission will be 10% of the RC and has been approved by Finance. At this time, the commission percentage will not vary. However, in the future the commission may be increased based upon term commitments to give Agents incentives to sign customers to longer term commitments
- When will the commissions be paid? Commission will be paid starting the second month of billing due to partial month billing charges in month one. This is the policy that FBC currently follows today.
- Will it be a one time payout or residual? Residual

Direct Sales Channel

- What will be commissioned, RC, NRC, and/or usage? The RC only. Like Lightyear SmartStream, any maintenance package upgrade revenue should be excluded from the commissionable amount.
- What is the commission percentage or flat amount? 35% + \$500 up front payment
- When will the commissioned be paid? 2nd month
- Will payout be one month or over 4 months? One month
- Is it on incremental revenue pay out? TBD
- What are the booked amounts? TBD

H. Order Entry/Billing Invoice Information:

- List how the product should be shown on the bill. See above
- List how product should appear in order entry GUI. See above
- List location on bill that the product should appear. See above.

I. Other Considerations

- List any special provisioning considerations.
- List any special reporting considerations. See below
- List any special journalizing considerations.

I. Reporting Information:

As a starting point, with more to follow

- Stand-alone and bundle add-on

Product Development

- By individual sales (Agent or Direct LNC) or by sales channel (All Agents or All Direct)
- Individual Customer revenue, # of ports and PVC/CIRs, type of ports and PVC/CIRs
- Total Revenue numbers by component (port, PVC/CIR, NRCs, RC etc.)
-

K. Tax Information:

Taxes will be applied as they currently are for the off-net frame relay product. Waiting on FBC to send details so that they can be added to this document.

IV. ESTIMATED IMPACT ON SYSTEMS

- A. Arbor/BP
- B. USS9000/V3
- C. E-Forms/Extra
- D. MetaSolv/TBS

Product Development

F. Callidus

Product build acceptance—Sign-off

APPLICATION:	
<input type="checkbox"/> I <i>ACCEPT</i> as currently completed.	
<input type="checkbox"/> I <i>ACCEPT</i> with the following outstanding issues; further development may continue.	

<input type="checkbox"/> <i>DECLINE</i> with the following outstanding issues to be resolved; development may not continue.	

Authorization	
Name:	Functional Area:
Signature:	Date:
_____	_____