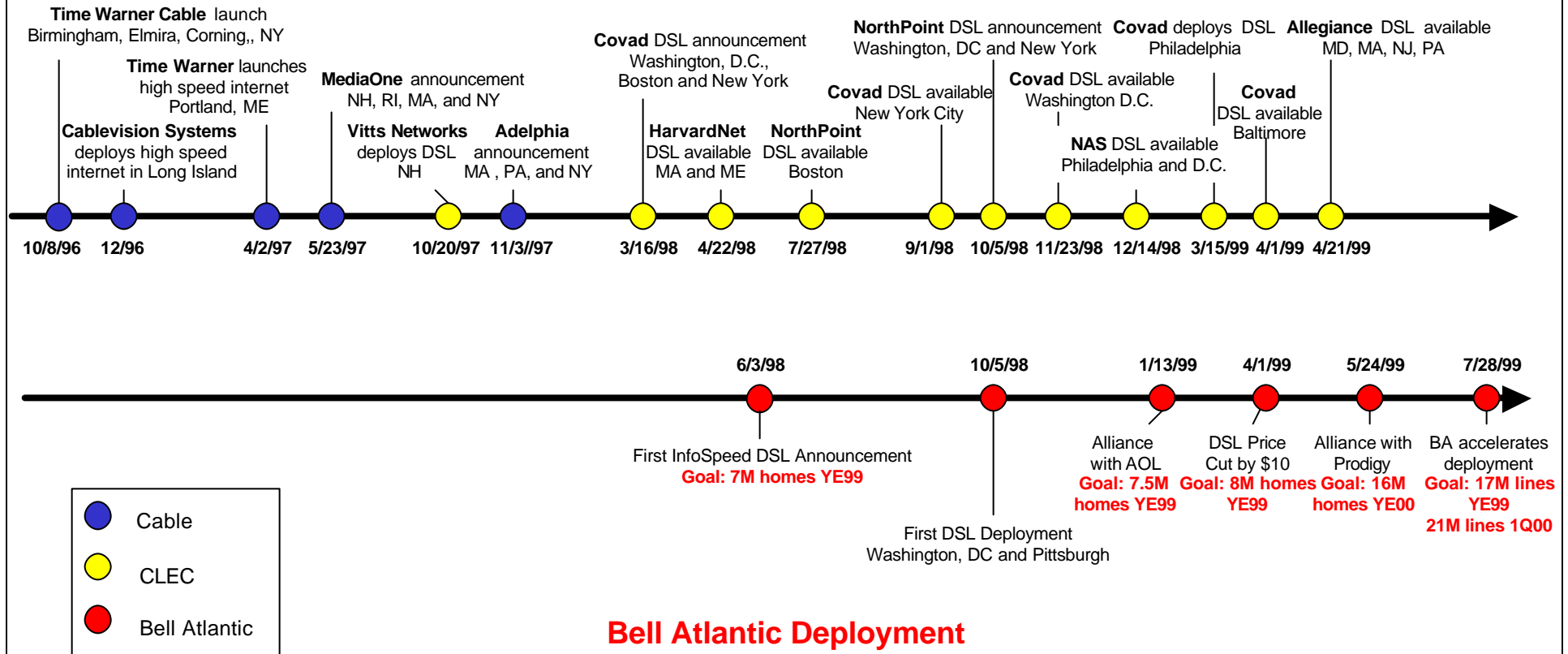


# Broadband Deployment in **Bell Atlantic** States

*In October 1992, Bell Atlantic first contemplated commercial DSL service.*

*In 1997, new competitors started deploying broadband in Bell Atlantic's territory.*

*In October 1998, Bell Atlantic launched "InfoSpeed" DSL.*



# **Bell Atlantic Broadband Deployment (cont.)**

## ***Bell Atlantic DSL Offerings At a Glance***

<b>Bell Atlantic</b>	<b>Download Speeds</b>	<b>DSL Price (w/o ISP)</b>	<b>DSL Price (w/ ILEC ISP Service)</b>
	640 kbps	\$39.95	\$49.95
	1.6 Mbps	\$59.95	\$99.95
	7.1 Mbps	\$109.95	\$189.95

### ***Deployment Goals are Increasing:***

6/3/98      7 M homes by YE 99  
 1/13/99     7.5 M homes by YE 99  
 3/31/99     8 M homes by YE 99  
 5/24/99     over 8 M homes by YE 99  
 5/26/99     10 M lines by YE 99  
 7/28/99     17M lines by YE99; 21M lines 1Q00

### ***Prices are Dropping:\****

6/3/98      \$69.95  
 10/5/98     \$59.95  
 4/1/99      \$49.95

\*Prices for 640 kbps w/ Bell Atlantic ISP service

### ***Quotes about Bell Atlantic DSL:***

- “The prospects of cable modems, and ultimately cable telephony, have clearly spurred Bell Atlantic into action. The company has accelerated its DSL rollout, [has] lower[ed] pricing, is signing wholesale agreement[s] (most notably with AOL...)” (J.P. Morgan, *Bell Atlantic: Meetings With Management Reinforce Positive Outlook*, April 8, 1999)
- “We’re accelerating the momentum for DSL by making high-quality, high-speed access to the Internet more affordable for consumers...” (Bell Atlantic VP Myles Mendelsohn, 3/31/99)

**Cable:**

**7/31/95** Service Electric and Blue Ridge Cable announces plans to deploy broadband services in Eastern PA

**9/1/96** Time Warner Cable announces plans to deploy broadband services in Birmingham, Corning, Elmira, Albany, Troy, and Saratoga, NY

**10/24/96** Bedford Cablevision announces plans to deploy broadband services in Bedford, VA

**5/23/97** MediaOne announces plans to deploy broadband services in New Hampshire, Maine, Rhode Island, Massachusetts, and New York

**7/16/97** Cable York announces plans to deploy broadband services in York, PA

**7/28/97** Helicon announces plans to deploy broadband services in Uniontown, PA and Barre, VT

**10/2/97** Cablevision announces plans to deploy broadband services in New York, Boston, and Virginia

**10/28/97** Cox announces plans to deploy broadband services in Newport News, VA

**11/3/97** Adelphia announces plans to deploy broadband services in Plymouth, Adams/N.Adams, MA; Coundersport, Mount Lebanon, Lansdale, PA; and Greater Buffalo, NY

**12/3/97** Comcast announces plans to deploy broadband services in Philadelphia, PA

**12/8/97** Armstrong Cable Services announces plans to deploy broadband services in Connellsville, PA

**5/7/98** Century Communications announces plans to deploy broadband services in Norwich, NY

**6/30/98** Jones Intercable announces plans to deploy broadband services in Washington D.C., Alexandria, and Prince William County, VA

**CLEC:**

**10/27/97** Votts Networks starts deploying DSL in New Hampshire

**3/16/98** Covad announces DSL deployment plans for Washington D.C., Boston, and New York

**4/22/98** HarvardNet deploys DSL in MA and ME

**7/27/98** NorthPoint launches DSL service in Boston

**9/1/98** Covad deploys DSL in NY city

**10/5/98** NorthPoint announces DSL deployment in Washington D.C. and New York

**11/23/98** Covad launches DSL in Washington D.C.

**12/14/98** NAS launches DSL in Philadelphia and Washington D.C.

**3/15/99** Covad deploys DSL in Philadelphia

**4/1/99** Covad launches DSL in Baltimore

**4/21/99** Allegiance deploys DSL in MD, MA, NJ, and PA