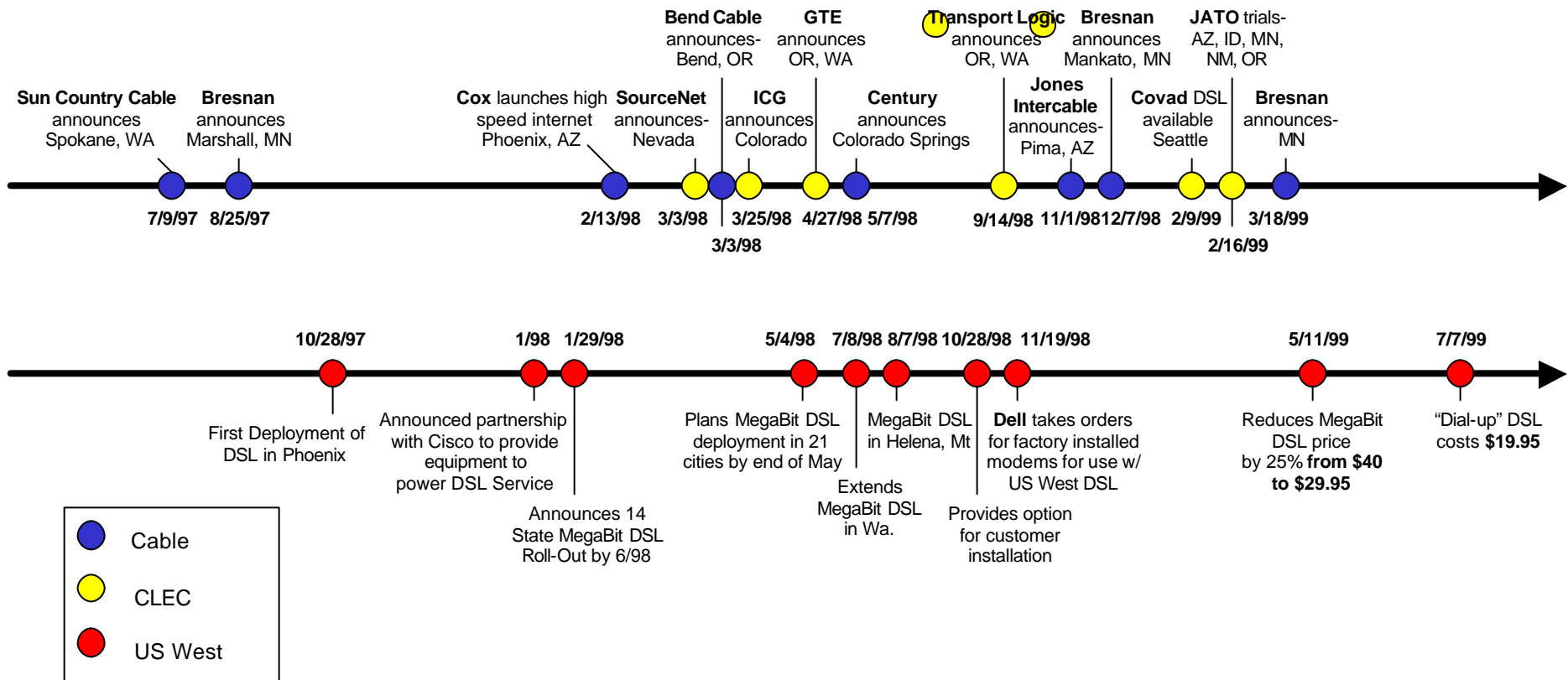
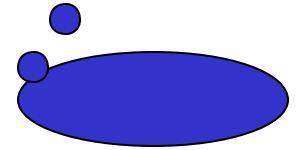


Broadband Deployment in **US West** States

Competitive Broadband Deployment in US West States



US West Deployment

US West Broadband Deployment

US West DSL Offerings At a Glance

US West	Download Speed	Price Per Month (w/o ISP)	Price Per Month (w/ ILEC ISP Service)	Installation Price
	256 kbps	\$29.95	\$47.90	\$218 (\$149 of which can be saved by self-installation)
	512 kbps	\$62.40	No discount	
	768 kbps	\$76.80	No discount	
	1mbps download, 1 mbps upload	\$120	No discount	
	4mbps download, 1 mbps upload	\$480	No discount	
	7 mbps download, 1 mbps upload	\$840	No discount	

Deployment:

2/3/99 Equip COs serving 5.5 M lines
 5/11/99 US West announces it will equip an additional 35 to 40 central offices within the more than 40 cities where DSL is already available

Quotes Concerning US West:

- “[US West] plans to spend an additional \$300 million to upgrade facilities and accelerate network construction. The extra spending is an attempt to counter competition from big players like AT&T, which plans to offer cable telephony in parts of US West’s region once its merger with TCI is complete... This year it plans to add [to] xDSL 80,000 users to reach the 100,000 mark.” (Bear Stearns, GCT Weekly, March 2, 1999).

Prices are dropping:

5/4/98 \$40.00
 5/11/99 \$29.95
 7/7/99 \$19.95*

* Price with dial-up access, limit 2 hours online per session.

Cable:

7/9/97 Sun Country Cable announces plans to deploy broadband services in Spokane, WA

8/25/97 Bresnan Communications announces plans to deploy broadband services in Marshal, MN

2/9/98 Range TV announces plans to deploy broadband services in Hibbing, MN

3/9/98 Bend Cable deploys internet service via cable modems in Bend, OR

5/7/98 Century Communications announces plans to deploy broadband services in Colorado Springs, CO

11/1/98 Jones Intercable launches digital cable in Pima County, AZ

12/7/98 Bresnan announces launch of BresnanLink in Mankato, MN

3/18/99 Bresnan launches high speed cable internet in Duluth and Superior, MN; launches Bresnan @Home in Widnona MN

3/25/99 Bresnan announces plans to deploy high sped cable internet in St. Cloud, MN

ISP/CLEC:

3/3/98 SourceNet rolls-out ADSL in Nevada.

3/25/98 ICG announces plans to deploy DSL for business customers in Colorado by the end of 1998.

4/27/98 GTE announces it will convert its ADSL trials into market deployments in Bothell, Everett, Kennewick, Kirkland, Pullman, Redmond, Sammamish Washington, Beaverton Oregon by June 1998.

9/14/98 Transport Logic rolls-out DSL in Oregon and Washington.

2/8/99 Covad deploys DSL in Seattle

2/16/99 Jato trials DSL service in Arizona, Idaho, Minnesota, New Mexico, and Oregon