

Qwest

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Alex M. Duarte
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November 16, 2004

Ms. Cheryl Walker
Administrative Specialist
Administrative Hearings Division
Public Utility Commission of Oregon
P. O. Box 2148
Salem, OR 97308-2148

Re: Wholesale promotions- Qwest Collocation promotion per OAR 860-016-0021

Dear Ms. Walker:

As we have previously discussed with Presiding Administrative Law Judge Michael Grant and with Staff, the Commission has recently promulgated temporary rules for ILEC submissions of wholesale promotions available to CLECs under interconnection agreements pursuant to section 251 of the Telecommunications Act of 1996. The temporary rule is OAR 860-016-0021, which provides as follows:

860-016-0021**Wholesale Promotions**

- (1) A carrier intending to provide a wholesale promotion that would modify the terms of existing carrier-to-carrier agreements must provide the Commission notice of the offering at least 15 days prior to the effective date of the promotion. The notice shall include:
 - (a) Language used to describe the promotion;
 - (b) The terms and conditions to be used for the promotional offering; and
 - (c) A description of the means used to notify carriers of the promotion.
- (2) The carrier shall file an original plus two copies of the notice and a completed Carrier-to-Carrier Agreement Checklist. The carrier shall also submit a copy of the notice and checklist in electronic format compatible with Adobe Acrobat Reader or Rich Text Format. The Commission will post the notice and checklist on its Internet website.
- (3) The public may file written comments on the promotional offering within 10 days of the filing date of the notice, unless the Commission establishes a different time limit in an individual case.

(4) The Commission will acknowledge the promotional offering unless it finds that the offering, if filed as an amendment to an interconnection agreement, would be subject to rejection under OAR 860-016-0020(6).

(5) If another carrier accepts the promotional offering, the carrier offering the promotion and the accepting carrier shall file any required amendment to an existing carrier-to-carrier agreement for approval pursuant to OAR 860-016-0020. Any such amendment entered into during the identified promotional period and submitted for Commission approval within 10 days of execution will be deemed timely filed.

(6) The Commission will accept or reject an amendment adopting the terms of the promotional offering within 10 days, pursuant to standards set forth in OAR 860-016-0020.

Pursuant to OAR 860-016-0021, Qwest is submitting to the Commission notice of a promotional offering of available collocation sites that will be effective on January 2, 2005. Accordingly, we enclose (1) a template amendment to an interconnection agreement reflecting a CLEC's acceptance of such promotional offering, including the relevant terms and conditions of the promotional offering, (2) a Power Point deck that describes Qwest's "Collocation Availability Inventory" promotion, and (3) a template Carrier-to-Carrier Agreement Checklist. We are also sending to the Commission these documents in Adobe Acrobat Reader format. The means by which Qwest has used to notify carriers of the promotion has been through the standard email notification that Qwest's Wholesale department makes to all CLECs with interconnection agreements. The promotional offering is also on Qwest's Wholesale Internet website, <http://www.qwest.com/wholesale/>. Pursuant to OAR 860-016-0021(4), the Commission will acknowledge the promotional offering unless it finds that the offering, if filed as an interconnection agreement, would be subject to rejection under OAR 860-016-0020(6).

Finally, there are two CLECs in Oregon that have recently signed the amendment, and Qwest is submitting these amendments (and the Carrier-to-Carrier Checklist) for Commission approval under separate cover for each of the two CLECs, pursuant to OAR 860-016-0021(5). Qwest will continue to do so for other CLECs who execute the amendment. Pursuant to OAR 860-016-0021(6), the Commission will accept or reject an amendment adopting the terms of the promotional offering within 10 days, pursuant to standards set forth in OAR 860-016-0020.

Thank you for your attention to this matter. If you have any questions about this request, please feel free to call me.

Very truly yours,



Alex M. Duarte

Encls.

**Special Promotion Amendment for Available Inventory Collocation Sites
For the State of _____**

This Agreement between Qwest Corporation ("Qwest") and _____ ("CLEC") provides for limited time, promotional rates for Available Inventory Collocations on Available Inventory Sites, which are identified at <http://www.qwest.com/cgi-bin/wholesale/collocation.cgi>. The Parties acknowledge that they have previously entered into an Interconnection Agreement in the applicable state.

Limited Time Offer. The promotional rates provided for herein apply only to Available Inventory applications received between January 2, 2005 and March 31, 2005. The collocation applications must be submitted through the normal channel via rfsmet@qwest.com.

Requirement for Collocation Available Inventory Amendment. To receive the promotional rates, CLEC must execute and submit this Agreement to Qwest, and CLEC must either: (1) have previously executed and submitted to Qwest the Collocation Available Inventory Amendment; or (2) execute and submit the Collocation Available Inventory Amendment concurrent with the submission of this executed Agreement.

Promotional Rates. The Special Promotional Rates under this Agreement are as follows:

"Standard Sites" and "Special Sites" Non Recurring Charge ("NRC") discounts for Available Inventory sites will be increased from 50% to 85% for applications received during the timeframe identified above.

Expiration. The Promotional Rates for Available Inventory requests will sunset or expire on March 31, 2005. Should Qwest choose to offer a similar promotion in the future, Qwest reserves the right to modify or change the rates, terms, and conditions.

Existing Interconnection Agreement. Apart from the rates, terms, and conditions of this Agreement (all of which expire on June 30, 2004), all other rates, terms, and conditions for collocation are contained in the Parties' Interconnection Agreement as amended (including, without limitation, the Collocation Available Inventory Amendment).

State Commission Approval and Implementation. This Agreement is subject to the approval of an applicable state commission. The Parties agree, however, to implement the provisions of this Agreement upon execution.

Entire Agreement. This Agreement (including the Interconnection Agreement as amended, which was incorporated by reference) constitutes the full and entire understanding and agreement between the parties with regard to the subjects of this Agreement.

Signature

Name Printed/Typed

Title

Date

Qwest Corporation

Signature

Name Printed/Typed

Title

Date

_____ Amd CLEC name/state

CARRIER-TO-CARRIER AGREEMENT CHECKLIST

INSTRUCTIONS: Please complete all applicable parts of this form and submit it with related materials when filing a carrier-to-carrier agreement pursuant to 47 U.S.C. 252 and OAR 860-016-0000 et al. The Commission will utilize the information contained in this form to determine how to process the filing. **Unless you request otherwise in writing, the Commission will serve all documents related to the review of this agreement electronically to the e-mail addresses listed below.**

1. PARTIES	<i>Requesting Carrier</i>	<i>Affected Carrier</i>
Name of Party:	<u>Qwest Corporation</u>	<u>Qwest Corporation</u>
Contact for Processing Questions:		
Name:	<u>Carla Butler</u>	<u>Carla Butler</u>
Telephone:	<u>(503) 242-5420</u>	<u>(503) 242-5420</u>
E-mail:	<u>carla.butler@qwest.com</u>	<u>carla.butler@qwest.com</u>
Contact for Legal Questions (if different):		
Name:	_____	_____
Telephone:	_____	_____
E-mail:	_____	_____
Other Persons wanting E-mail service of documents (if any):		
Name:	_____	<u>Don Mason / Steve Dea</u>
E-mail:	_____	<u>don.mason@qwest.com / intagree@qwest.com</u>

2. TYPE OF FILING NOTE: Parties making multiple requests (such as seeking to adopt a previously approved agreement and Commission approval of new negotiated amendments to that agreement) should submit a separate checklist for each requested action.

- Adoption:** Adopts existing carrier-to-carrier agreement filed with Commission.
- Docket ARB _____
 - Parties to prior agreement _____ & _____
 - Check one:
 - Adopts base agreement only; or
 - Adopts base agreement and subsequent amendments approved in Order No(s). _____
- New Agreement:** Seeks approval of new negotiated agreement.
- | | |
|--|--|
| • Does filing replace an existing agreement between the parties? | • If filing involves Qwest Communications, does it utilize the terms of an SGAT? |
| • <input type="checkbox"/> NO | • <input type="checkbox"/> NO |
| • <input type="checkbox"/> YES, Docket ARB _____ | • <input type="checkbox"/> YES, Revision _____ |
- Amendment:** Amends an existing carrier-to-carrier agreement.
 Docket ARB _____
- Other:** Please explain.

1st Qtr-2005, Special Promotion for Available Inventory Collocation Sites



**HOT! Includes Information
Regarding Special 1Q05
Promotional Pricing!**

Collocation Available Inventory

A "win-win" solution for Qwest and facilities-based CLECs.

The information contained herein does not constitute an offer by Qwest Corporation or its affiliates to provide products, services, equipment and/or facilities. Any such services shall be provided only upon execution of and subject to the terms and conditions of a fully negotiated agreement (including any referenced attachments or exhibits) between Qwest and a customer. In no event shall any omission or generality in this document give rise to a binding obligation between the parties. All such terms are subject to negotiations until all terms and conditions are agreed to and incorporated into a final agreement.



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1Q05 Promotional Pricing Deeper Discounts On Already Reduced Rates

Promotional Pricing
1Q05!

For Standard Sites and Special Sites:

- **NRC discounts will be increased from 50% to 85%**, independent of the number of sites provisioned.
 - Simply, this is the least-cost, facility-based local entry vehicle available.



1Q05 Promotional Pricing Terms

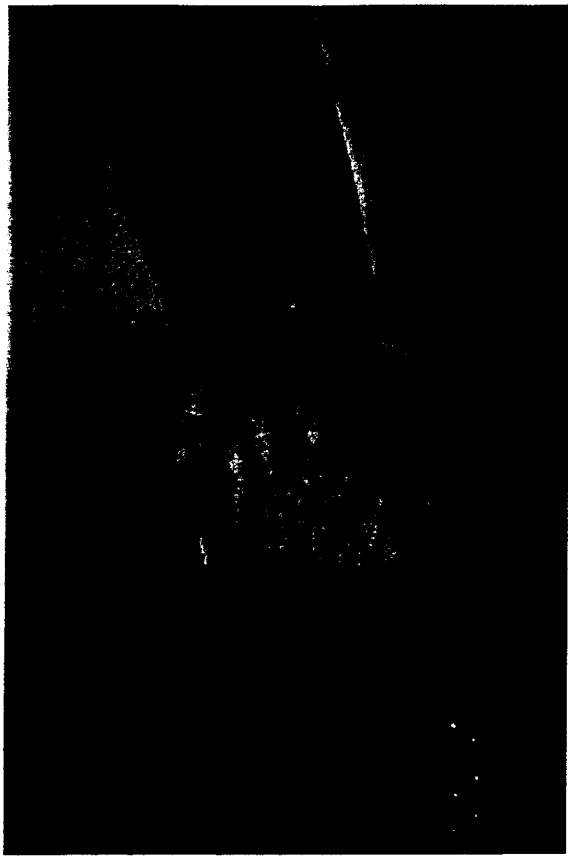
**Special Pricing
Through 1Q05!**

- You must have the latest Collocation Available Inventory amendment language in your Qwest interconnection agreement to order Available Inventory sites. The contract amendment governs the availability, rates and terms associated with this product.
 - <http://www.qwest.com/wholesale/clecs/amendments.html>
- You must sign and return the Collocation Available Inventory 1Q05 Special Promotion Amendment.
 - <http://www.qwest.com/wholesale/clecs/amendments.html>
- Collocation application must be received between 01/03/05 and 03/31/05 to be eligible for this promotional pricing.
- Recurring prices (MRCs) are not impacted by this promotion.
- Deeply discounted NRCs for Standard Sites and Special Sites will be reflected on Quote, by site.



Why Is This Product A Good Opportunity?

- Low-cost, facility-based market entry.
- Potentially reduced make-ready time. The sites are close to “move-in condition.”
- “Special” sites include DC power, equipment and pre-wired terminations in “as-is” condition offering savings to you on both the sites and the installation costs.



Qwest is open to arranging site visits after you submit an application. In Special Sites, this will allow you to inspect the existing equipment and terminations. Ask your Qwest collocation service manager for details.



What Is Collocation Available Inventory?

- Collocation Available Inventory offers discounts on the non-recurring costs for “used” caged and cageless collocation sites within the Qwest 14-state region.
- Qwest has a surplus of collocation inventory as a result of general economic conditions and the telecom industry market contraction. This includes collocation sites returned to Qwest from:
 - Bankruptcy
 - Abandonment
 - Decommission



- **This has created a significant inventory of collocation space in Qwest in-region central offices that has already been conditioned and constructed for the previous CLEC occupant.**

Available Inventory Product Overview

The 1Q05 Promo Further Improves The Value Proposition Described Below

Standard Sites:

- **Standard Sites are defined as sites that were returned to Qwest inventory where the previous occupant has vacated. In some cases, terminations may remain.**
 - Caged and cageless sites offered "as is" at 50% discount for reusable elements (cage, HVAC, racking, ground).
 - Reusable terminations may be discounted 50%, subject to verification by Qwest.
 - CLEC may add or reduce services consistent with its interconnection agreement.
 - Qwest reserves the right to use these sites to fulfill requests for "new" collocation arrangements. Any discounts will be passed on to the new CLEC.

Special Sites:

- **Special Sites are defined as sites that were returned to Qwest via bankruptcy or abandonment where the previous occupant's equipment, power and terminations could remain. These sites present a unique opportunity for a new occupant to "plug and play" with very little "in-collo" modification required.**
 - Offered "as is" with equipment, terminations and DC power at a flat 50% discount on non-recurring quote.
 - Telecom equipment transferred at \$0.00 cost, "as is" with no warranty.
 - Non-recurring charges based on Transfer Of Responsibility rates.
 - Incoming CLEC may add services (power, terminations, etc) consistent with its interconnection agreement.
 - 45-day "make ready" interval from receipt of payment where no modification is required.

Web Resources

<http://www.qwest.com/cgi-bin/wholesale/collocation.cgi>

While Qwest makes every attempt to ensure that the data found on the available inventory site is comprehensive and accurate, discrepancies do occur and the data is represented as "unverified." Qwest's Collocation Project Management Center (CPMC) will verify whether the requested site is still available for acquisition by conducting a feasibility study within 10 calendar days after receipt of the application; if the site is not available the CPMC will notify the CLEC in writing if the site is available a site survey will be arranged with the CLEC and Qwest State Interconnect Manager (SIM). Upon completion of the survey Qwest will prepare a quote based on the site inventory and any requested indications of the site.

Resources & Tools

Collo Classifieds

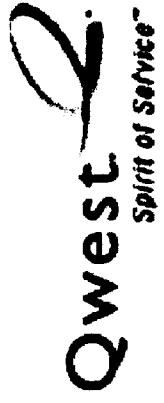
Welcome to Collo Classifieds! This website allows you to view lists of returned collocation sites that are available for acquisition. In addition, if you currently have a collocation site that you wish to make available for another CLEC to assume the responsibility for collocation, please click on "Transfer of Responsibility" and you can input all of the site specifications and "advertise" it here.

All collocation sites posted on Collo Classifieds fall into one of the following categories:

- 1) Active/Complete Sites (Potential for Transfer of Responsibility)
- 2) Cancelled Sites
- 3) Terminated/Current Sites

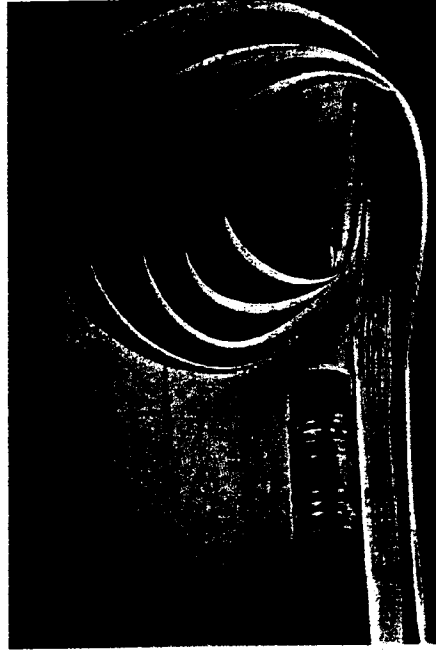
You have an opportunity to view very detailed site information on available space including the location and the physical characteristics of the collocation itself. This is an example of Qwest's AZ listings.

State	Company	City	Address	Capacity	Availability	Start Date	End Date	Notes
AZ	AGF/ARIZONA	Phoenix	1500 N. 19th St	1200	Available	01/24/01	05/03/01	
AZ	BRIS/ARIZONA	Phoenix	1100 N. 19th St	1100	Available	01/24/01	05/03/01	
AZ	CHANDLER/ARIZONA	Chandler	1200 N. 19th St	1100	Available	01/24/01	05/03/01	
AZ	CHANDLER/ARIZONA	Chandler	1200 N. 19th St	1100	Available	01/24/01	05/03/01	
AZ	CHANDLER/ARIZONA	Chandler	1200 N. 19th St	1100	Available	01/24/01	05/03/01	
AZ	CHANDLER/ARIZONA	Chandler	1200 N. 19th St	1100	Available	01/24/01	05/03/01	
AZ	CHANDLER/ARIZONA	Chandler	1200 N. 19th St	1100	Available	01/24/01	05/03/01	
AZ	CHANDLER/ARIZONA	Chandler	1200 N. 19th St	1100	Available	01/24/01	05/03/01	



Terms

- ✓ You must have amendment language in ICA to order sites. **The contract amendment governs the availability, rates and terms associated with this product.**
- ✓ Standard collocation application (New/Change/Augment) must be completed and submitted.



High Level Process

1. CLEC identifies available inventory site via the web.
2. CLEC submits standard collocation application (New/Change/Augment).
3. Application is validated by CPMC and the selected Available Inventory site is reserved.
4. Qwest returns quote reflecting discounted NRC.
5. CLEC submits 50% of NRC for Standard and 100% for Special. Ready for Service (RFS) date is communicated to CLEC.
6. Qwest completes job, including any required modifications to the existing collocation. CLEC submits NRC balance for Standard sites
7. Site is turned over to CLEC.



How Do I Obtain Additional Information?

1. Collocation Available Inventory web site:
<http://www.qwest.com/cgi-bin/wholesale/collocation.cgi>
2. **Qwest's Wholesale Collocation Service Management Team – your first stop for collocation questions and assistance.**
3. Service Team – your resource for other interconnection products.
4. Wholesale Channel Management Contact:

Cliff Dinwiddie

cdinwid@qwest.com

303-896-7846



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