

visp.net DSL Promotions (Qwest service area)
Promotions are valid for orders placed 04/20/08 through 08/31/08

Basic (FAST) (256Kbps down / 256Kbps up)	Deluxe (FASTER) (1.5Mbps down / 896Kbps up)	Premier (FASTEST) (3-7Mbps down / 896Kbps up)
Monthly Rate	Monthly Rate	Monthly Rate
Qwest Charge to subscriber: \$15.00	Qwest Charge to subscriber: \$25.00	Qwest Charge to subscriber: \$32.00
visp.net charges to you: ¹ \$12.90	visp.net charges to you: ¹ \$12.90	visp.net charges to you: ¹ \$12.90
Recommended Markup: \$5.05	Recommended Markup: \$12.05	Recommended Markup: \$17.05
Total Cost to Customer: \$32.95	Total Cost to Customer: \$49.95	Total Cost to Customer: \$61.95
Subscriber's cost (first 3 mo.)² \$15.00	Subscriber's cost (first 3 mo.)² \$25.00	Subscriber's cost (first 3 mo.)² \$32.00
ISP's cost (first 3 mo.): \$0.00	ISP's cost (first 3 mo.): \$0.00	ISP's cost (first 3 mo.): \$0.00
ISP Sign-up Bonus: ³ \$45.00	ISP Sign-up Bonus: ³ \$45.00	ISP Sign-up Bonus: ³ \$45.00
ISP's First Year Margin: \$90.45	ISP's First Year Margin: \$153.45	ISP's First Year Margin: \$198.45
Following Year Margin: \$60.60	Following Year Margin: \$144.60	Following Year Margin: \$204.60

1. visp.net charges to you is an estimated value, check your 'Pay-as-you-Go' or 'Instant Footprint' invoice to see your current DSL charges.
2. Qwest Loop pricing is based on special 12 month pricing which ends on the 12 month anniversary of their new DSL account at which time the pricing reverts to the normal Qwest pricing: (256Kbps = \$15, 1.5Mbps = \$28, 3-7Mbps = \$32). This is not a term or contract, merely a discount for the first 12 months of service. Subscribers can renew their service for another 12 months and retain the promotional pricing by calling Qwest at 877-523-5947. "Price for life" is also available to maintain the lower rate, see Qwest News below.
3. \$45 listed is based on 20+ signups per month. See signup bonus below for details.

Promotions from visp.net

ISPs that are taking advantage of these promotions and passing the savings on to new subscribers are signing up about twice the number of DSL subscribers every month!

1) Rebate for the first 3 months: visp.net continues to offer a 100% rebate on the first 3 months of any new DSL signup or transfer.

2) Signup Bonus: 1-19 signups per month = \$30 credit each. 20 or more signups per month = \$45 credit each! Orders must be placed at <http://support.visp.net> (Qwest DSL Signup) or via visp.net's ISP Management & Billing software. Orders placed directly with Qwest bypassing visp.net ordering process will have a \$10 setup charge. (New orders are for new Qwest DSL customer signups and do not include ISP transfers.) **This promotion is currently for line-share orders only.**

Standalone (with no Qwest Telephone Service) DSL Service

Standalone circuits are available to subscribers who do not have Qwest telephone service and are in a Qwest coverage area. The minimum speed to order a standalone circuit is 1.5Mbps and Qwest charges an additional \$5.00 for the standalone service. This applies for both business and residential DSL service. Standalone service has a setup fee from Qwest to the subscriber, and is normally \$99.00 but has been discounted to \$9.99.

Qwest Product News Alerts

- 1) Qwest has dropped their promotional spiffs for standalone orders. We anticipate this to return in 2008; however, for this quarter we will not be providing the \$30 signup bonus for standalone orders. The 3 months free rebate still applies to all new orders.

Business Class DSL: Qwest tracks if a customer is a business or residence. Qwest requires businesses to purchase this business class DSL which has a higher price; however, comes with a quicker response time in the event of a reported problem by the customer to Qwest.

Speed	Monthly Rate	1-Year Term	2-Year Term	3-Year Term
256k	\$25.00	\$22.50	\$21.25	\$20.00
1.5M	\$37.50	\$33.75	\$31.88	\$30.00
3-7M	\$56.25	\$50.63	\$47.81	\$45.00

If your business subscribers choose a term plan to get reduced pricing and happen to cancel or switch ISPs before their term is up the following fee's will be assessed directly from Qwest: 1 year TLA is \$100, 2 year TLA is \$200, and 3 year TLA is \$300. Qwest requires the customer be on the line to order any term product. Pricing above lists only the Qwest loop charge to the business subscriber and does not include your wholesale cost from visp.net.

Resell pre-configured DSL Modems for more Profit!

Partnering with visp.net means taking advantage of our quantity buying power. Now you can offer reasonably priced modems directly to your customers – just like Qwest does direct to its customers. You can pocket the extra profit or use the pricing advantage to offer a more competitive modem pricing. Imagine, being able to beat Qwest's modem price with no hassle, no inventory and no bulk purchase requirements.

The timing on this offer couldn't be better. Qwest recently raised the price on its wireless modem to nearly double what it cost previously! At the same time Qwest began offering a wired alternative for the same \$59 price they earlier offered wireless DSL modems. That's when ISPs like you asked us if we could distribute a less-expensive modem in bulk.

So if you haven't already taken advantage of our resalable modem options, now is the time! visp.net has purchased in bulk directly from Actiontec both the wireless GT701WGA and the wired GT701A. These modems are available when you order DSL; just select the RESALE modem purchase or rental option.

BIG Advantages:

1. Additional mark-up: If you choose, you can sell the modem with a mark-up to meet Qwest's rate both on purchase and rentals!
2. The Actiontec modems are still more user-friendly and easy to configure for subscribers and do not have support issues reported on 2-wire modems (which Qwest sells for more).
3. Un-branded modems do not promote Qwest direct service thereby improving customer retention.
4. Modems are pre-configured before being shipped to the subscriber; it is literally plug and play with no configuration for the subscriber. This saves support costs and increases subscriber retention & satisfaction.

Your Wholesale Pricing:

Modem	Rental Rate	Purchase Rate
Pre-configured Actiontec GT701A (Wired 1 Ethernet + USB)	\$4/mo	MSRP \$69.99 Your Price: \$54.95
Pre-configured Actiontec GT701WGA (802.11g + 1 Ethernet + USB)	\$5/mo	MSRP \$129.99 Your Price: \$79.95

All modems have a \$9.95 shipping and handling charge.

Offer this highly competitive rate to your new subscribers today! Qwest is currently offering the GT701A for \$59.95 (or \$5/mo rental) + \$9.95s/h, and they have replaced the GT701WGA with a 2wire modem and upped the price to \$149.99 (or \$8/mo rental) + \$9.95s/h.

Set Your own Retail Prices: You may choose to offer these rates with no mark-up – an offer to entice new subscriber sign-up. Or, you can mark-up these rates to be close or equal to Qwest's pricing structure – while increasing your margin.

Shipping Directly to the Subscriber: Modems arrive at your customer before the Qwest install date and are pre-configured! Before these modems leave our office, they are repackaged and configured with your customers' settings. A custom set of instructions is printed and included in the box with simplified instructions for the subscriber. Basically, it's plug and play!

Modem Warranties: Modem purchases include a 12-month warranty on hardware, and we'll ship out replacements immediately to you or your customer. Modem rentals carry a hardware warranty for the life of the rental.