

# Sub-Penny Rates with LATA Pricing on all TMC Carriers

Savings of 25%+ #

#

Call Type	Minutes	Charges	Avg RPM	Savings %
<b>Customer Bill</b>				
<b>Flat Rate</b>				
Dedicated Outbound Interstate	2,874,092.1	\$57,485.46	\$0.0200	
Dedicated Outbound Intrastate	108,056.6	\$3,241.70	\$0.0300	
<b>Totals</b>	<b>2,982,148.7</b>	<b>\$60,727.15</b>	<b>\$0.0204</b>	
<b>TMC Carrier Comparison - 12% Commission</b>				
<b>TMC Carrier A - Customer Traffic on Lata Based Rate</b>				
Dedicated Outbound Interstate	2,874,092.1	\$46,126.29	\$0.0160	19.8%
Dedicated Outbound Intrastate	108,056.6	\$2,083.31	\$0.0193	35.7%
<b>Totals</b>	<b>2,982,148.7</b>	<b>\$48,209.59</b>	<b>\$0.0162</b>	<b>20.6%</b>
<b>TMC Carrier B - Customer Traffic on Lata Based Rate</b>				
Dedicated Outbound Interstate	2,874,092.1	\$32,284.75	\$0.0112	43.8%
Dedicated Outbound Intrastate	108,056.6	\$980.15	\$0.0091	69.8%
<b>Totals</b>	<b>2,982,148.7</b>	<b>\$33,264.91</b>	<b>\$0.0112</b>	<b>45.2%</b>
<b>TMC Carrier C - Customer Traffic on Lata Based Rate</b>				
Dedicated Outbound Interstate	2,874,092.1	\$42,338.04	\$0.0147	26.4%
Dedicated Outbound Intrastate	108,056.6	\$1,947.44	\$0.0180	39.9%
<b>Totals</b>	<b>2,982,148.7</b>	<b>\$44,285.48</b>	<b>\$0.0149</b>	<b>27.1%</b>

Give sub-penny rates to your dedicated customers with \$5,000+ monthly billings. Customers pay rates based on their unique traffic patterns with TMC LATA pricing. A customer CDR is required to analyze customer traffic patterns and determine their best pricing options.

There are no penalties, small print, or surcharges. TMC can customize a solution so customers utilize the lowest cost network (mix and match) and still receive one invoice from TMC.

LATA pricing available on Qwest, AT&T, Broadwing and Global Crossing

## We Prove It!

### TMC's Customer "Show and Know" Guarantee

For the customer's first 3 months of service on LATA-pricing, TMC will run customer traffic on both LATA-pricing and flat-rate pricing. Customer invoice will reflect the lower priced option.

A cost savings analysis of their actual traffic on flat-rate vs. LATA pricing will be attached to the invoice revealing the monthly savings they receive on LATA pricing. Your customers will know for sure that they're saving with LATA-based pricing! We prove it to them.



### RATE COMPARISON

LATA BASED PRICING vs FLAT RATE PRICING

LATA BASED CHARGES				
CALL TYPE	TRAFFIC DISTRIBUTION	MINUTES	CURRENT CHARGES	AVERAGE RPM
<b>Domestic</b>				
Dedicated Outbound Interstate	96.4%	2,874,092.1	\$32,284.75	\$0.0112
Dedicated Outbound Intrastate	3.6%	108,056.6	\$980.15	\$0.0091
<b>TOTALS</b>	<b>100.0%</b>	<b>2,982,148.7</b>	<b>\$33,264.90</b>	

FLAT RATE CHARGES				
CALL TYPE	TRAFFIC DISTRIBUTION	MINUTES	CURRENT CHARGES	AVERAGE RPM
<b>Domestic</b>				
Dedicated Outbound Interstate	96.4%	2,874,092.1	\$57,485.46	\$0.0200
Dedicated Outbound Intrastate	3.6%	108,056.6	\$3,241.70	\$0.0300
<b>TOTALS</b>	<b>100.0%</b>	<b>2,982,148.7</b>	<b>\$60,727.16</b>	

MONTHLY SAVINGS - LATA BASED RATE SCHEDULE

**\$27,462.26**



## How it works

- # Send Customer CDR to TMC via snail mail or email. Only dedicated call records accepted.
- # TMC creates a proposal that summarizes the customer's blended rates for each traffic type based on their current traffic patterns. Savings are outlined.
- # 5-day turnaround from receipt of CDR to proposal presentation.

## How to submit CDR for analysis

- # Provide a flat file (delimited or fixed format), Excel spreadsheet, or common database (Access, DBF, etc.) via e-mail or CD.
- # Include contact name and phone number/email of Technical person, if questions arise.
- # Include a file format describing the fields or columns as well as any necessary translation of abbreviations or codes necessary to doing the analysis.
  - Required Fields:
    1. Originating number (call from/calling number)
    2. Terminating number (call to/called number)
    3. Line type (toll-free, 1plus, etc)
    4. Call type (interstate, intrastate, etc)
    5. Duration (minutes and/or seconds)
    6. Cost of call (so we can show the savings)
- # Provide either a bill summary or totals from another source to reconcile the data against.

## Mail CDR to:

Attn: Sales Support  
TMC Communications  
820 State Street, 5<sup>th</sup> Floor  
Santa Barbara, CA 93101

Or email: [salesupport@tmccom.com](mailto:salesupport@tmccom.com)

Phone: 866-999-1133

## Rate Tracker

Rate Tracker is TMC exclusive tool that provides your customer's with a custom report each month based on their actual traffic patterns.

View traffic patterns by call type in report or graphical form. TMC's Rate Tracker is provided every month on the customer's CDR.

frmMain : Form

**TMC COMMUNICATIONS**

Cust G Communications, Inc.  
1000 East St  
Atlanta, GA, 60822

1-866-PICK-TMC  
www.fmccom.com  
247 - Customer Care

Billing Period: 2/1/2004 - 2/29/2004

**Report menu**

**Total Call Analysis** Service Type: All Types  
Report Graph

**LATA Analysis** Service Type: 1+  
Report Graph

**Class Analysis** Call Type: Intrastate  
Report Graph

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**Total Call Summary**

Call Type	Avg Cost	Cost	Minutes	Calls
Intrastate	\$0.0379	\$151.34	3,988.30	1,311
Intrastate	\$0.0086	\$468.69	54,464.40	10,953
Canada	\$0.0160	\$20.43	1,361.60	252
Mexico	\$0.0390	\$0.03	0.70	1
International (excl. Can, Mex)	\$0.0628	\$491.24	7,825.00	936
Directory Assistance	\$0.3265	\$28.60	87.60	52
<b>Total 1+</b>	<b>\$0.0171</b>	<b>\$1,160.32</b>	<b>67,727.80</b>	<b>13,605</b>
Intrastate	\$0.0201	\$1.63	81.20	47
Intrastate	\$0.0122	\$3.23	265.40	79
<b>Total 8xx</b>	<b>\$0.0140</b>	<b>\$4.86</b>	<b>346.60</b>	<b>126</b>
<b>Grand Total</b>	<b>\$0.0171</b>	<b>\$1,165.19</b>	<b>68,074.40</b>	<b>13,631</b>

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