

## INDIVIDUAL CASE BASIS (ICB) PRICING OPTION

ICB Pricing is a customer specific pricing methodology based on the following components:

- Capital investment required for the opportunity. It includes the pro-rata share of existing capital and new incremental capital dedicated to the opportunity.
- Related Expense to provide the service for the opportunity. It includes expense such as installation, repair, billing, monitoring, on-going maintenance and other business and operating expense.
- Projected revenue from the sale of service in this opportunity.

ICB Prices will only be offered if the prices are determined by Twin Valley Telephone to be financially feasible. In the event a customer requests service that Twin Valley Telephone deems financially unfeasible, Twin Valley Telephone will provide the rationale for its decision and discuss other potential service options before advising the customer of the unavailability of ICB Prices.

The following ICB price options conditions will apply:

Voice/Data volume discount of 15% will apply as long as the customer maintains a volume of 3,000 lines (total of all services).

DSL Voice Data	1Gig
Monthly	50.01
1 Year	27.45
3 Year	19.36

Data Only volume discount of \$12 will apply as long as the customer maintains a volume of 3,000 lines (total of all services).

DSL Voice Data	Data Only*
Monthly	30.36
1 Year	30.20
3 Year	30.17

\* Data Only rate includes loop portion (CBOL) which is \$30.00.

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- Related Expense to provide the service for the opportunity. It includes expense such as installation, repair, billing, monitoring, on-going maintenance and other business and operating expense.
- Projected revenue from the sale of service in this opportunity.

ICB Prices will only be offered if the prices are determined by Southern Kansas Telephone to be financially feasible. In the event a customer requests service that Southern Kansas Telephone deems financially unfeasible, Southern Kansas Telephone will provide the rationale for its decision and discuss other potential service options before advising the customer of the unavailability of ICB Prices.

The following ICB price options conditions will apply:

Voice/Data volume discount of 15% will apply as long as the customer maintains a volume of 3,000 lines (total of all services).

DSL Voice Data	2Gig
Monthly	74.37
1 Year	40.81
3 Year	28.79