

# EXHIBIT A

## Voice and Static IP Tab

Enter supplier name in A1

Enter proposed prices in column B

Note in B5, if one static IP is included in monthly broadband service fee, enter \$0.00 as price.

Leave price blank for items not proposed

## Technology Tier Prices Tab

Enter proposed pricing in columns C and D for all technologies proposed

Enter minimum upload speed in column E for all technologies proposed

If a non-listed technology is proposed, utilize rows starting at 172

Leave price blank for items not proposed

## Technology Non Tier Prices Tab

This tab is for television and PRI services, if proposed. Television and PRI services are optional.

Enter proposed prices in columns C-E as applicable.

If price is billed monthly utilize column D

If price is usage based, utilize columns D & E

List all packages/features proposed and charges in the same format as they would be billed

Leave price blank for items not proposed

## Technology Zips Tab

Enter zip codes where service is available in all technologies proposed

If all technologies proposed are offered in the same zip codes, enter zip code and enter a "Y" in column B

If a non-listed technology is proposed, utilize columns P & Q

A link to Virginia zip codes is included in row 1 as a courtesy. **VITA does not control this list or guarantee that it is a complete and/or accurate list. Supplier is responsible for providing accurate available zip codes where the proposed services are available.**

## Tier Definitions

Tier definitions are included as a courtesy

|                                    |        |
|------------------------------------|--------|
| <b>Shentel Communications, LLC</b> |        |
| Voice Installation Fee             | 250.00 |
| Unlimited Voice Monthly Fee        | 33.95  |
| Hourly Time & Materials fee        | 49.95  |
| First Static IP Fee                | 0.00   |
| Additional Static IP Fee           | 10.00  |

| <b>Tiered Technology</b> | <b>Tier</b> | <b>Standard<br/>Installation Fee</b> | <b>Monthly Service<br/>Fee (No Term)</b> |
|--------------------------|-------------|--------------------------------------|--|
| <i>Cable Modem</i>       | 1           | \$ 250.00                            | \$ 69.95                                 |
| <i>Cable Modem</i>       | 2           | \$ 250.00                            | \$ 69.95                                 |
| <i>Cable Modem</i>       | 3           | \$ 250.00                            | \$ 69.95                                 |
| <i>Cable Modem</i>       | 4           | \$ 250.00                            | \$ 169.95                                |
| <i>Cable Modem</i>       | 5           | \$ 250.00                            | \$ 349.95                                |
| <i>Cable Modem</i>       | 6           | \$ 250.00                            | \$ 599.95                                |

|                         |   |           |           |
|-------------------------|---|-----------|-----------|
| <i>Fiber To Premise</i> | 1 | \$ 250.00 | \$ 69.95  |
| <i>Fiber To Premise</i> | 2 | \$ 250.00 | \$ 69.95  |
| <i>Fiber To Premise</i> | 3 | \$ 250.00 | \$ 69.95  |
| <i>Fiber To Premise</i> | 4 | \$ 250.00 | \$ 169.95 |
| <i>Fiber To Premise</i> | 5 | \$ 250.00 | \$ 349.95 |
| <i>Fiber To Premise</i> | 6 | \$ 250.00 | \$ 599.95 |

|                     |    |             |             |
|---------------------|----|-------------|-------------|
| <i>Private Line</i> | 1  | \$ 8,500.00 | \$ 300.00   |
| <i>Private Line</i> | 2  | \$ 8,500.00 | \$ 300.00   |
| <i>Private Line</i> | 3  | \$ 8,500.00 | \$ 300.00   |
| <i>Private Line</i> | 4  | \$ 8,500.00 | \$ 300.00   |
| <i>Private Line</i> | 5  | \$ 8,500.00 | \$ 350.00   |
| <i>Private Line</i> | 6  | \$ 8,500.00 | \$ 550.00   |
| <i>Private Line</i> | 7  | \$ 8,500.00 | \$ 900.00   |
| <i>Private Line</i> | 8  | \$ 8,500.00 | \$ 1,500.00 |
| <i>Private Line</i> | 9  | \$ 8,500.00 | \$ 1,900.00 |
| <i>Private Line</i> | 10 | \$ 8,500.00 | \$ 2,500.00 |
| <i>Private Line</i> | 11 | \$ 8,500.00 | \$ 2,900.00 |
| <i>Private Line</i> | 12 | \$ 8,500.00 | \$ 3,900.00 |
| <i>Private Line</i> | 13 | \$ 8,500.00 | \$ 4,900.00 |
| <i>Private Line</i> | 14 | \$ 8,500.00 | \$ 5,900.00 |
| <i>Private Line</i> | 15 | \$ 8,500.00 | \$ 6,900.00 |
| <i>Private Line</i> | 16 | \$ 8,500.00 | \$ 7,900.00 |

|   |    |             |             |
|---|----|-------------|-------------|
| <i>Ethernet Private Line, Point to Point, Basic</i> | 1  | \$ 8,500.00 | \$ 300.00   |
| <i>Ethernet Private Line, Point to Point, Basic</i> | 2  | \$ 8,500.00 | \$ 300.00   |
| <i>Ethernet Private Line, Point to Point, Basic</i> | 3  | \$ 8,500.00 | \$ 300.00   |
| <i>Ethernet Private Line, Point to Point, Basic</i> | 4  | \$ 8,500.00 | \$ 300.00   |
| <i>Ethernet Private Line, Point to Point, Basic</i> | 5  | \$ 8,500.00 | \$ 350.00   |
| <i>Ethernet Private Line, Point to Point, Basic</i> | 6  | \$ 8,500.00 | \$ 450.00   |
| <i>Ethernet Private Line, Point to Point, Basic</i> | 7  | \$ 8,500.00 | \$ 500.00   |
| <i>Ethernet Private Line, Point to Point, Basic</i> | 8  | \$ 8,500.00 | \$ 700.00   |
| <i>Ethernet Private Line, Point to Point, Basic</i> | 9  | \$ 8,500.00 | \$ 900.00   |
| <i>Ethernet Private Line, Point to Point, Basic</i> | 10 | \$ 8,500.00 | \$ 1,000.00 |
| <i>Ethernet Private Line, Point to Point, Basic</i> | 11 | \$ 8,500.00 | \$ 1,250.00 |
| <i>Ethernet Private Line, Point to Point, Basic</i> | 12 | \$ 8,500.00 | \$ 1,500.00 |
| <i>Ethernet Private Line, Point to Point, Basic</i> | 13 | \$ 8,500.00 | \$ 1,750.00 |



|   |    |             |             |
|---|----|-------------|-------------|
| <i>Ethernet Private Line, Multipoint to Multipoint, Premium</i> | 10 | \$ 8,500.00 | \$ 1,000.00 |
| <i>Ethernet Private Line, Multipoint to Multipoint, Premium</i> | 11 | \$ 8,500.00 | \$ 1,250.00 |
| <i>Ethernet Private Line, Multipoint to Multipoint, Premium</i> | 12 | \$ 8,500.00 | \$ 1,500.00 |
| <i>Ethernet Private Line, Multipoint to Multipoint, Premium</i> | 13 | \$ 8,500.00 | \$ 1,750.00 |
| <i>Ethernet Private Line, Multipoint to Multipoint, Premium</i> | 14 | \$ 8,500.00 | \$ 2,000.00 |
| <i>Ethernet Private Line, Multipoint to Multipoint, Premium</i> | 15 | \$ 8,500.00 | \$ 2,500.00 |
| <i>Ethernet Private Line, Multipoint to Multipoint, Premium</i> | 16 | \$ 8,500.00 | \$ 3,500.00 |

| Minimum Upload<br>Speed |
|-------------------------|
| 10                      |
| 10                      |
| 10                      |
| 10                      |
| 10                      |
| 10                      |

|    |
|----|
| 10 |
| 10 |
| 10 |
| 10 |
| 10 |
| 10 |

|       |
|-------|
| 10    |
| 10    |
| 10    |
| 20    |
| 40    |
| 100   |
| 200   |
| 400   |
| 600   |
| 800   |
| 1000  |
| 2000  |
| 4000  |
| 6000  |
| 8000  |
| 10000 |

|      |
|------|
| 10   |
| 10   |
| 10   |
| 20   |
| 40   |
| 100  |
| 200  |
| 400  |
| 600  |
| 800  |
| 1000 |
| 2000 |
| 4000 |

|       |
|-------|
| 6000  |
| 8000  |
| 10000 |

|       |
|-------|
| 10    |
| 10    |
| 10    |
| 20    |
| 40    |
| 100   |
| 200   |
| 400   |
| 600   |
| 800   |
| 1000  |
| 2000  |
| 4000  |
| 6000  |
| 8000  |
| 10000 |

|       |
|-------|
| 10    |
| 10    |
| 10    |
| 20    |
| 40    |
| 100   |
| 200   |
| 400   |
| 600   |
| 800   |
| 1000  |
| 2000  |
| 4000  |
| 6000  |
| 8000  |
| 10000 |

|     |
|-----|
| 10  |
| 10  |
| 10  |
| 20  |
| 40  |
| 100 |
| 200 |
| 400 |
| 600 |

|       |
|-------|
| 800   |
| 1000  |
| 2000  |
| 4000  |
| 6000  |
| 8000  |
| 10000 |

| Description       | Standard<br>Installation Fee | Monthly Service<br>Fee (No Term) | Usage Charge | Usage Charge<br>Type |
|-------------------|------------------------------|----------------------------------|--------------|----------------------|
| <b>Television</b> |                              |                                  |              |                      |
| Business Starter  | \$ 250.00                    | \$ 28.95                         | \$ -         | 0                    |
| Business Advanced | \$ 250.00                    | \$ 79.95                         | \$ -         | 0                    |
| Business Ultimate | \$ 250.00                    | \$ 95.95                         | \$ -         | 0                    |

|                        |             |           |      |   |
|------------------------|-------------|-----------|------|---|
| <b>PRI - Flat Rate</b> |             |           |      |   |
| 23B+D                  | \$ 1,500.00 | \$ 500.00 | \$ - | 0 |
| SIP (30 Trunks)        | \$ 1,500.00 | \$ 500.00 | \$ - | 0 |

| Zip   | Apply to all Offered Technologies | Cable Modem | DSL | Fiber to Premise | Private Line | Satellite | Ethernet Private Line, Point to Point, Basic | Ethernet Private Line, Point to Point, Premium | Ethernet Private Line, Multipoint to Multipoint, Basic | Ethernet Private Line, Multipoint to Multipoint, Premium | WISP | Television | PRI - M |
|-------|-----------------------------------|-------------|-----|------------------|--------------|-----------|--|--|--|--|------|------------|---------|
| 20105 |                                   |             |     |                  | Y            |           | Y  | Y  | Y  | Y  |      |            | Y       |
| 20115 |                                   |             |     |                  | Y            |           | Y  | Y  | Y  | Y  |      |            | Y       |
| 20120 |                                   |             |     |                  | Y            |           | Y  | Y  | Y  | Y  |      |            | Y       |
| 20121 |                                   |             |     |                  | Y            |           | Y  | Y  | Y  | Y  |      |            | Y       |
| 20124 |                                   |             |     |                  | Y            |           | Y  | Y  | Y  | Y  |      |            | Y       |
| 20132 |                                   |             |     |                  | Y            |           | Y  | Y  | Y  | Y  |      |            | Y       |
| 20135 |                                   |             |     |                  | Y            |           | Y  | Y  | Y  | Y  |      |            | Y       |
| 20141 |                                   |             |     |                  | Y            |           | Y  | Y  | Y  | Y  |      |            | Y       |
| 20144 |                                   |             |     |                  | Y            |           | Y  | Y  | Y  | Y  |      |            | Y       |
| 20147 |                                   |             |     |                  | Y            |           | Y  | Y  | Y  | Y  |      |            | Y       |
| 20148 |                                   |             |     |                  | Y            |           | Y  | Y  | Y  | Y  |      |            | Y       |
| 20151 |                                   |             |     |                  | Y            |           | Y  | Y  | Y  | Y  |      |            | Y       |
| 20165 |                                   |             |     |                  | Y            |           | Y  | Y  | Y  | Y  |      |            | Y       |
| 20166 |                                   |             |     |                  | Y            |           | Y  | Y  | Y  | Y  |      |            | Y       |
| 20170 |                                   |             |     |                  | Y            |           | Y  | Y  | Y  | Y  |      |            | Y       |
| 20171 |                                   |             |     |                  | Y            |           | Y  | Y  | Y  | Y  |      |            | Y       |
| 20175 |                                   |             |     |                  | Y            |           | Y  | Y  | Y  | Y  |      |            | Y       |
| 20176 |                                   |             |     |                  | Y            |           | Y  | Y  | Y  | Y  |      |            | Y       |
| 20186 |                                   |             |     |                  | Y            |           | Y  | Y  | Y  | Y  |      |            | Y       |
| 20187 |                                   |             |     |                  | Y            |           | Y  | Y  | Y  | Y  |      |            | Y       |
| 20198 |                                   |             |     |                  | Y            |           | Y  | Y  | Y  | Y  |      |            | Y       |

|       |  |  |  |  |   |  |   |   |   |   |  |  |   |
|-------|--|--|--|--|---|--|---|---|---|---|--|--|---|
| 22033 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22061 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22601 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22602 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22603 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22604 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22611 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22620 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22624 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22625 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22630 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22641 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22642 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22643 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22644 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22645 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22649 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22650 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22652 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22654 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22655 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22656 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22657 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22660 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22663 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22664 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22701 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22737 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22747 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22801 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22802 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22803 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22807 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 22810 |  |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |

[illegible]

[illegible]

|       |   |  |  |  |   |  |   |   |   |   |  |  |   |
|-------|---|--|--|--|---|--|---|---|---|---|--|--|---|
| 23974 | Y |  |  |  |   |  |   |   |   |   |  |  |   |
| 23976 | Y |  |  |  |   |  |   |   |   |   |  |  |   |
| 24011 |   |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 24012 |   |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 24013 |   |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 24014 |   |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 24015 |   |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 24016 |   |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 24017 |   |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 24019 |   |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 24058 | Y |  |  |  |   |  |   |   |   |   |  |  |   |
| 24060 | Y |  |  |  |   |  |   |   |   |   |  |  |   |
| 24064 | Y |  |  |  |   |  |   |   |   |   |  |  |   |
| 24065 | Y |  |  |  |   |  |   |   |   |   |  |  |   |
| 24066 | Y |  |  |  |   |  |   |   |   |   |  |  |   |
| 24067 | Y |  |  |  |   |  |   |   |   |   |  |  |   |
| 24068 |   |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 24073 | Y |  |  |  |   |  |   |   |   |   |  |  |   |
| 24077 |   |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 24084 | Y |  |  |  |   |  |   |   |   |   |  |  |   |
| 24085 | Y |  |  |  |   |  |   |   |   |   |  |  |   |
| 24087 | Y |  |  |  |   |  |   |   |   |   |  |  |   |
| 24088 | Y |  |  |  |   |  |   |   |   |   |  |  |   |
| 24091 |   |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 24092 | Y |  |  |  |   |  |   |   |   |   |  |  |   |
| 24093 |   |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |
| 24095 | Y |  |  |  |   |  |   |   |   |   |  |  |   |
| 24101 | Y |  |  |  |   |  |   |   |   |   |  |  |   |
| 24102 | Y |  |  |  |   |  |   |   |   |   |  |  |   |
| 24104 | Y |  |  |  |   |  |   |   |   |   |  |  |   |
| 24112 | Y |  |  |  |   |  |   |   |   |   |  |  |   |
| 24121 | Y |  |  |  |   |  |   |   |   |   |  |  |   |
| 24122 | Y |  |  |  |   |  |   |   |   |   |  |  |   |
| 24124 |   |  |  |  | Y |  | Y | Y | Y | Y |  |  | Y |

[illegible]

[illegible]

[illegible]

[illegible]

[illegible]

|  |   |  |  |
|--|---|--|--|
|  | Y |  |  |
|  | Y |  |  |
|  | Y |  |  |
|  | Y |  |  |
|  | Y |  |  |
|  | Y |  |  |
|  | Y |  |  |
|  | Y |  |  |
|  | Y |  |  |
|  | Y |  |  |
|  | Y |  |  |
|  | Y |  |  |
|  | Y |  |  |
|  | Y |  |  |
|  | Y |  |  |
|  | Y |  |  |
|  | Y |  |  |
|  | Y |  |  |
|  | Y |  |  |
|  | Y |  |  |
|  | Y |  |  |
|  | Y |  |  |
|  | Y |  |  |
|  | Y |  |  |
|  |   |  |  |
|  | Y |  |  |
|  | Y |  |  |
|  |   |  |  |
|  |   |  |  |
|  | Y |  |  |
|  |   |  |  |
|  |   |  |  |
|  | Y |  |  |
|  |   |  |  |

[illegible]

[illegible]

[illegible]

|   |  |  |
|---|--|--|
|   |  |  |
|   |  |  |
|   |  |  |
| Y |  |  |
| Y |  |  |
|   |  |  |
| Y |  |  |
| Y |  |  |
| Y |  |  |
| Y |  |  |
| Y |  |  |
| Y |  |  |
| Y |  |  |
| Y |  |  |
| Y |  |  |
|   |  |  |
|   |  |  |
|   |  |  |
|   |  |  |
|   |  |  |
|   |  |  |
| Y |  |  |
| Y |  |  |
|   |  |  |
|   |  |  |
|   |  |  |
|   |  |  |
|   |  |  |
|   |  |  |
|   |  |  |
| Y |  |  |
|   |  |  |

|   |  |  |
|---|--|--|
|   |  |  |
| Y |  |  |
|   |  |  |
| Y |  |  |
|   |  |  |
|   |  |  |
| Y |  |  |
|   |  |  |
|   |  |  |
| Y |  |  |
| Y |  |  |
|   |  |  |
|   |  |  |
|   |  |  |
|   |  |  |
| Y |  |  |
|   |  |  |
|   |  |  |
|   |  |  |
|   |  |  |

| <b>Tier</b> | <b>Min. Download Speed</b> |
|-------------|----------------------------|
| <b>1</b>    | <1 Mbps                    |
| <b>2</b>    | <5 Mbps                    |
| <b>3</b>    | 10 Mbps                    |
| <b>4</b>    | 20 Mbps                    |
| <b>5</b>    | 40 Mbps                    |
| <b>6</b>    | 100 Mbps                   |
| <b>7</b>    | 200 Mbps                   |
| <b>8</b>    | 400 Mbps                   |
| <b>9</b>    | 600 Mbps                   |
| <b>10</b>   | 800 Mbps                   |
| <b>11</b>   | 1,000 Mbps                 |
| <b>12</b>   | 2,000 Mbps                 |
| <b>13</b>   | 4,000 Mbps                 |
| <b>14</b>   | 6,000 Mbps                 |
| <b>15</b>   | 8,000 Mbps                 |
| <b>16</b>   | 10,000 Mbps                |