

## DISCLAIMER

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Intro

- 1) Thanks for allowing us to appear before you again this morning.
- 2) For the Record , My name is Bill Slentz, President of Oasis Online
- 3) Privately owned Internet Service Provider
  - a- CCCommunications largest competitor in Internet Access in Churchill County
  - b- Supply approximately 1/2 of Churchill County's Internet service
  - c- including the Churchill County School District
- 4) Although we compete with CCCommunications in the Internet Service, we also have no choice but to be one of their largest customers in the purchase of phone lines and pay them between \$80,000 and \$100,000 annually.
- 5) We understand that Charter Communications and CCCommunications may have worked out an equitable solution to their situation.
- 6) However, we have the same problem with this Government owned organization competing with us in the Internet industry both in Dial Up and High Speed access.
- 7) Not only are they competing with private enterprise
  - a- They have also attempted to purchase all the Internet Services in our area, including our own, in order to create a monopoly in the Internet as well as the phone lines.
  - b- They have not been successful in purchasing our company but are giving away services and bundling pricing packages with phone lines, with which we cannot compete, in order to drive out competition.
- 8) In one instance in June of 2002, the Churchill County School District put their Internet service for over 900 computers out to bid.
  - a- CCCommunications offered to give them the Internet service free of charge and bundle it with their fiber phone line connectivity between the schools.
  - b- The School District Purchasing Department even structured the bid to prevent CCComm from bundling the Internet with the phone lines but they bid it as a package anyway and offered free Internet access.

- c- The School District opted to pay us \$12,000 per year rather than accept their free offer because their Internet service was so undependable.
  - d- During the School Board meeting their representative also mentioned (almost as a threat) how much money CCommunications contributes to the School District each year (in lieu of taxes?).
  - e- Oasis Online has served the School District contract flawlessly and they have renewed with us for another year in spite of CCommunications offering service free of charge.
- 9) They also waited approximately 2 years to allow us the opportunity of providing DSL services while promising at 6 month intervals to have it available soon. Meanwhile, they continued to sell DSL to their customers and ours.
- 10) Please note, on their brochure, their DSL pricing begins at \$59.95. However, they package DSL together with caller ID, call waiting etc. and sell it for \$39.95. They have finally offered to allow us to sell it, after most of the customers in Churchill County have signed one or two year contracts with them.
- a- However, wholesale to us is approximately \$33.00 which, again, after purchasing DSL lines from them is not economically feasible.
- 11) Referring once again to the brochure, their Dial Up Access sells for \$21.95. However, packaged together with the second phone line it is \$17.95.
- 12) Finally, if you will notice on the front page of the brochure
- a- "Why Choose CC Communications as your Internet Provider", they show Free phone book listings, "Discounts When Combined With Other Services Offered by CCommunications" and, most annoying to me personally, "Profits Stay In Our Community and Allow Us to Assist a Number of Local Non-Profit Groups Each Year!" This is what they will quote to you as "In lieu of taxes".
  - b- In fact, it is used as an advertising scheme and announced repeatedly that they are contributing \$1.5 million back into community service annually.
  - c- Actually, what they are contributing are community funds in the first place.

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- d- When we make contributions to the community as private enterprise it is necessary to do it in addition to paying taxes and we are afforded no advertising or "Nice Guy" points. We simply pay our taxes.
  - e- If we weren't required to pay taxes we would be glad to contribute it to the community and receive the advertising it affords.

**13) In summary, we would ask you to consider the following:**

- a- Your Committee has stated ... "the Nevada State Legislature supports a state policy creating an atmosphere in which the needs of its residents are met primarily through the private sector."
  - 1- The needs of the Internet in Churchill County can certainly be met by the private sector.
- b- We would first ask that you protect the private sector by prohibiting this government owned entity, to which we are required to pay taxes, from unfairly competing with us in services we are very capable of successfully providing.
- c- If this is not possible, we would ask that you, at least, prohibit them from giving away services and bundling packages which we have no way of competing with, and using their "In Lieu of Tax" contributions as advertisement and threat.

**14) Our fate in this matter rest with you. As a small business we can't afford the attorneys and lobbyists to further our cause.**

- a- One local Provider in Churchill County spent over \$100,000 fighting them all the way to Washington DC in a related matter.
- b- When they finally made it to Washington they were informed the governing body that should make the decisions regarding this matter was the Churchill County Commissioners who, in fact, own, operate and direct CCCommunications.
- c- As you can see this is an extremely frustrating position for the private sector entrepreneur.

Again we certainly appreciate the opportunity of presenting our concerns to you this morning.



## Dial-up and High Speed Connections INTERNET ACCESS RATES

PO Box 1390 • 77 N. Maine Street • Fallon, NV 89407 • Phone (775) 423-0040 • 1-800-748-1734 • [www.cccomm.net](http://www.cccomm.net)



# The World Awaits!

The Internet is by far the quickest way to GATHER NEWS AND INFORMATION about any topic at any time, day or night!

E-MAIL (electronic mail) makes keeping in touch much easier with almost instantaneous delivery of messages across the globe!

SURFING THE INTERNET has never been so much fun. With every web site linking to another, you'll quickly find yourself surfing to web pages all over the world!

The Internet is also a great place to meet people, and keep in touch with old friends in online CHAT ROOMS. Interactive TV shows also offer live chats with celebrities and guests.

The Internet has taken GAME-PLAYING to a whole new level. Now, you can play your favorite game against someone in another city, state, or even another country!

RESEARCH has never been easier! You can read articles, view photos, listen to lectures, and even watch video clips pertaining to your particular subject.

As E-COMMERCE (electronic commerce) continues to edge its way into the mainstream, and more and more businesses put their wares online, don't be surprised if you find yourself shopping for Christmas online this year!

LOCAL INFORMATION can be found on our community site at [www.gofallon.com](http://www.gofallon.com)!

### Why Choose CC Communications as Your Internet Service Provider?

- ◆ FREE Account Activation & Technical Support
- ◆ UNLIMITED Attended Access
- ◆ FREE User Training Sessions
- ◆ FREE Postini E-mail Filtering Service
- ◆ FREE Personal Web Pages (up to 5MB)
- ◆ FREE E-mail (up to 5 accounts per family)
- ◆ FREE Phone Book Listing of One E-mail Address
- ◆ Online Training Courses
- ◆ Convenient Billing on Your Monthly Phone Bill
- ◆ Fast, Reliable Connections and No Busy Signals!
- ◆ Dial-up and High-Speed, Dedicated Connections
- ◆ Discounts Available When Combined with Other Services Offered by CC Communications
- ◆ Profits stay in our community, and allow us to assist a number of local non-profit groups each year!

#### NEW USER TRAINING

For users who are less familiar with the Internet, CC Communications offers New User Training sessions which are taught by our own Tech Support personnel. These training sessions are tailored to help you take advantage of the resources on the Internet. Class size is limited to ensure personalized instruction.

#### FREE POSTINI E-MAIL FILTERING SERVICE

Postini's filters detect suspected junk e-mail and viruses, and direct that e-mail to your personal web-based password protected Message Center, not to your personal computer. You can read the message online, delete or forward it to your computer. You can approve certain senders so their e-mail always gets delivered or you can also block e-mail from certain senders so their e-mail will always be rejected. You are in complete control!

**postini** ✓

#### TECHNICAL SUPPORT

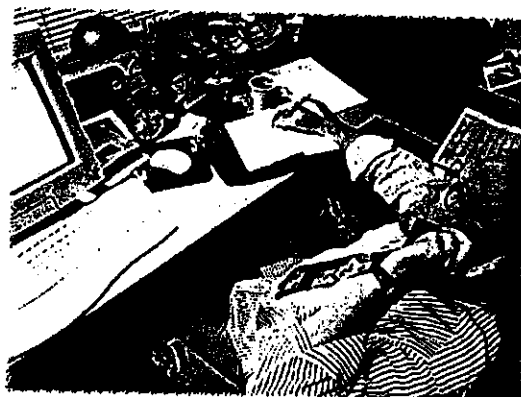
Our Internet help desk is just a local call away at 428-1111. Technical support is available by e-mail 24 hours a day, 7 days a week, and by phone six days a week, Monday through Saturday from 9 a.m. until 7 p.m.

## DIAL-UP ACCOUNTS

CC Communications provides local dial-up access to the Internet 24 hours a day, 7 days a week! Our "no busy policy" is backed by a guaranteed 10:1 ratio (or less) of users to modems.

If you have ONE phone line	If you have TWO phone lines*
<b>\$21.99/mo.</b>	<b>\$17.99/mo.</b>

\* Phone lines not included. Second phone line must be at same location.



## DIGITAL SUBSCRIBER LINE (DSL)

DSL technology allows you to surf the Internet and download files to your computer with amazing speed. Streaming audio and video as well as playing network games are becoming popular applications for DSL Internet service. Access speeds range from 256K up to 704K on each plan listed below. Some restrictions apply.

Your DSL connection is always on, unlike with a dial-up connection. That means no more waiting to connect and no

more busy signals. Your DSL service is always there! Another benefit is that you can actually talk on your phone line at the same time you're using it to surf the Internet — There's no more need for a second phone line!

The total monthly price for DSL includes unlimited, dedicated Internet access from CC Communications! Prices do not include basic phone service. Special Discounts available (see below).

RESIDENTIAL OR SINGLE-USER BUSINESS RATES	DSL SERVICE*	SPECIAL DISCOUNTS**	MONTHLY TOTAL
<b>PLAN 1</b> CC Communications Internet AND Caller ID/Call Waiting & Voice Mail	\$59.95	<\$10.00>	\$49.95
<b>PLAN 2</b> CC Communications Internet AND CC Communications Long Distance Service (In-State & Out-of-State)	\$59.95	<\$10.00>	\$49.95
<b>PLAN 3</b> 2-yr contract with CC Communications Internet†	\$59.95	<\$10.00>	\$49.95
<b>PLAN 4</b> CC Communications Internet AND CC Communications Wireless†	\$59.95	<\$10.00>	\$49.95
<b>PLAN 5</b> Combination of any two plans (above)	\$59.95	<\$20.00>	\$39.95

\* Additional one-time installation charge of \$95.00 (Includes any jack changes for wiring) applies. All pricing requires a 1 year contract and subscription to Wire Maintenance. There is a \$75.00 charge for early termination of one-year contract.

\*\* Discounts apply only to those who choose CC Communications as their Internet Service Provider. All services must be located at the same premises.

† There will be a \$95 charge for early termination of two year contract.

‡ Discounts apply only to those who choose CC Communications as their Wireless Provider (Basic Plan or higher). All services must be provided to same party.

## T-1 DEDICATED CONNECTION

T-1 SERVICE is the fastest and most reliable connection to the Internet we offer! A single T1 line provides a high speed of 1.5Mbps of Internet access. You should consider upgrading to T-1 service if you need high-speed Internet access for intensive networking usage, such as multimedia presentations, large

file transfers, web site browsing and hosting. A T-1 connection guarantees speed and performance. This service is generally custom tailored to the individual businesses needs. We would be glad to put together a customized quote for you today. Please call for more information 775/423-0040.

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