



# NEWS

**NEW QWEST LOCAL SERVICES  
PLATFORM GIVES WHOLESALE  
CUSTOMERS COMPETITIVE  
MARKET PRICING FOR VOICE**

## **AND DATA SERVICES.**

**DENVER, Oct. 9, 2006** – Qwest Communications International Inc. (NYSE: Q) today announced a new wholesale offering, called Qwest Local Services Platform, which gives wholesale customers a new choice for market-based pricing. This new plan is designed specifically for competitive local exchange carriers (CLECs) in growth-mode, and provides pricing continuity.

Qwest Local Services Platform gives competitive discount pricing for certain volume growth commitments. Wholesale customers with increasing voice and data volumes on a year-over-year basis will especially benefit from this new offering. Qwest's platform is a feature-rich local exchange service that allows CLECs to offer businesses and consumers the features, standardized rates and fast provisioning customers have come to expect.

"Qwest is the first major telecommunications company to enhance its platform of commercially negotiated offerings for wholesale customers with aggressive growth and retention incentives," said Roland Thornton, Qwest executive vice president, wholesale markets. "Qwest is the leader in facilitating competition and negotiating commercial agreements with CLECs, and we are pleased that companies, without any regulatory assistance, can work out a deal that benefits even more customers."

Qwest has already reached agreements with several customers using this new solution, including Granite Telecommunications.

"Granite is very pleased to have reached a Qwest Local Service Platform agreement with Qwest," said Robert Hale, chief executive officer of Granite Telecommunications. "We're confident that Qwest Local Services Platform will provide us with the products, features and pricing required to grow our base of over 9,500 corporate clients in 155,000 locations into 2011."

Qwest wholesale markets group is responsible for the sales, service, carrier relations and operations of voice, data and Internet solutions for Qwest's wholesale business serving competitive local exchange carriers (CLECs), and other wholesale customers. The group includes more than 1,000 employees who interact daily with Qwest customers and is responsible for more than \$3 billion of Qwest's annual revenue. For more information about Qwest's wholesale services, please visit <http://www.qwest.com/wholesale>.

### **About Granite**

Granite Telecommunications was established in 2002 and is privately held. Headquartered in Quincy, MA, it is an enterprise wholesaler of telephone, broadband

and inside wire service. Granite specializes in multi-location businesses, providing consolidated billing and one point of contact. With revenue of over \$200 million, Granite provides national telecommunications services to 475,000 lines serving 9,500 corporate clients including 28 of the Fortune 100 companies.

**About Qwest**

Qwest offers a unique and powerful combination of voice and data solutions for businesses, government agencies and consumers – locally and throughout the country. Customers coast to coast are turning to Qwest's industry-leading national fiber optic network and its Spirit of Service for quality products and superior customer experience. For more information on Qwest, and its various operating subsidiaries, please go to [www.qwest.com](http://www.qwest.com).

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