

**Q. For each month of the years 2011, 2012, 2013, where data are available, provide the following information:**

- a. the total number of business end-users by speed tier associated with the company's wholesale high-speed access services;**
- b. the total number of wholesale business end-users subscribing to the optional upstream speeds of 7 Mbps or 10 Mbps;**
- c. the total number of wholesale business end-users by speed tier associated with those ISPs who receive a 10 percent reduction on their monthly business rate access charges;**
- d. the total number of wholesale business end-users subscribing to the optional upstream speeds of 7 Mbps or 10 Mbps associated with those ISPs who receive a 10 percent reduction on their monthly business rate access charges.**

**A. a) and b)**

See the Attachment. All of the information contained in the Attachment is filed in confidence with the Commission pursuant to section 39 of the *Telecommunications Act* and the directions provided by the Commission in the Appendix to Broadcasting and Telecom Information Bulletin CRTC 2010-961, *Procedures for filing confidential information and requesting its disclosure in Commission proceedings*, dated 23 December 2010, as amended in Telecom Information Bulletin CRTC 2010-961-1, dated 26 October 2012. In particular, the information which the Company has provided in confidence is of a type which the Commission has indicated in those bulletins should be treated as confidential. Release of this information would provide potential competitors with invaluable competitively-sensitive information that would not otherwise be available to them, and which would enable them to develop more effective business strategies. Release of such information could prejudice the Company's competitive position resulting in material financial loss and cause specific direct harm to the Company. Since the Attachment is confidential in its entirety, an abridged version is not being provided.

Bell Aliant only offers one wholesale high-speed access service specific to business end-users in its operating territories in Atlantic Canada (namely ADSL

Access FTTN – 13 Mbps). All other wholesale high-speed access services are offered to wholesale customers for both their residential and business end-users. To be helpful, the Company has estimated the total number of business end-users by tier speed based on which ISP is offering their services in the market.

- c) Bell Aliant does not apply the CBB model to pricing its wholesale high-speed access services in its Atlantic operating territories, so the Interim model which prescribed a 10% reduction in the monthly rate for business accesses did not apply.
- d) For Bell Aliant operating in its Atlantic territories, Bell Aliant does not offer any optional upstream speed for any of its retail or wholesale customers.

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