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201 E. Fourth St. P.O. Box 2301 Cincinnati, Ohio 45201-2301

December 31, 2001

Ms. Daisy Crockron Docketing Division Chief The Public Utilities Commission of Ohio 180 East Broad Street, 10th Floor Columbus, Ohio 43215-3793

RE: In the Matter of Cincinnati Bell Telephone Company for Approval of an Individual Customer Contract, Pursuant to Section VI (F)(11) of CBT's Alternative Regulation Plan, Case No.

Dear Ms. Crockron:

Enclosed are the original and 5 copies of Cincinnati Bell Telephone Company's (CBT's) Application for Approval of an Individual Customer Contract. This Application is being filed pursuant to Section VI(F)(11) of CBT's Alternative Regulation Plan.

The attached **contract** offers the customer the opportunity to receive a rebate at the end of the contract that will equate to a percentage of the customers total spending on CBT regulated services. The percentage will be determined by the amount of the customers increase in spending on CBT regulated services over the prior 12-month period. Other than pricing, all regulations pertaining to the regulated services which the customer subscribes to and which can be found in the Exchange Rate Tariff PUCO No. 3, are applicable.

Please date-stamp and return the two extra copies of the Application to acknowledge your receipt of this filing. Any questions or comments should be addressed to me by telephone at 513-397-1296.

Sincerely

Kathy Reid Regulatory Specialist

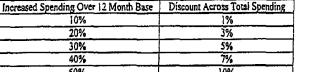
Attachment

Cincinnati Bell Business Development Agreement

conditions of a business development agreement between Cincinnati Bell (CB) and (customer).

The purpose of this agreement is to allow Cincinnati Bell to reward customers for loyalty and growth. Specifically, per this agreement, Cincinnati Bell agrees to rebate customer's total spending based on customer increased spending according to the following schedule:

Increased Spending Over 12 Month Base	Discount Across Total Spending
10%	1%
20%	3%
30%	5%
40%	7%
50%	10%





The maximum rebate is 10% annually (requiring 50% growth).

Minimum Rebate

The minimum rebate payout is \$50.

Calculating the Growth Percentage

The growth calculation includes network and recurring services independent of pricing. The growth calculation does not include one-time charges, equipment costs, taxes or late fees. These exclusions include wiring, repair visits, Avaya equipment, wireless equipment and frame equipment. The growth calculation also excludes Business Access Lines (1FBs).

Calculating the Base

The rebate base includes all network and recurring services independent of pricing. It does include all business access lines. It does not include one-time charges, equipment costs, taxes or late fees. This includes wiring, repair visits, Avaya equipment, wireless equipment and frame equipment.

The length of this agreement is one year beginning $\ln \frac{10}{10}$ and ending $\frac{1}{10}$ 02

Participant agrees they have direct purchasing control over and the sole right to receive funds from the following accounts. They agree that the stated 12-month base is accurate and agree to the use of this base in all growth calculations. Finally, they agree that growth targets are reasonable and that they will show a good faith effort to attain these rates.

Account	past 12 month spending (base)	Target Growth
CBT Account(s)	15,998,79	•
CBW Account(s)		
CBAD Account(s)		
FUSE/ZoomTown Account(s)		
BRW Account(s)		
CB Yellow Pages Account(s)		
Total Cincinnati Bell repate toget		
Master Customer ID		

Final annual spending the the above account numbers will be derived form Cincinnati Bell's billing databases and reported to the participant not more than 30 days after the end date of this agreement. This will be the sole basis for base and rebate calculation. Participant agrees any disputes will be resolved at the sole discretion of Cincinnati Bell. Participants agree to hold Cincinnati Bell harmless and use the Cincinnati Bell appeal process as the only course of dispute resolution. CB agrees to full diligence and open record evaluation if disputes arise.

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Participating Company	11 - 1
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Authorizing Employee	Cincinnati Bell Represent
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Title	Phone Number 191
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Phone Number	Sales Manager Approval
	,
Address	
City State ZIP	

Email Address