Plug into the power of AT&T
ACC BUSINESS

EaMIS and EaPNT CI Sales Guide

EaMIS Ethernet access to MIS
and EaPNT Ethernet access to PNT
CI Controlled Introduction

Overview

Ethernet is a high-speed MIS/PNT access option that can offer a lower cost per megabyte than traditional private line access (T1, T3, and OC-x). Ethernet is available throughout the US and Puerto Rico by a number of providers including AT&T Local Access (LNS—Local Network Service, SBC, Bell South), Non-AT&T RBOCs (Verizon, Qwest), CLECs (Level 3, Time Warner), and other select Ethernet Service Providers. EaPNT Service is not available in Puerto Rico. Ethernet supports voice, video, and other applications sensitive to packet sequencing, and is available with port speeds of 0.5–1000 Mbps (1Gbps).

Before agents propose service or submit customer quotes, Agent Managers must validate and qualify customer sites for access and port availability. Because Ethernet access pricing will be generated upon request based on service location, list rates are not available.

Once sites are validated, Agent Managers work with ACC Business Technical Sales to complete Ethernet technical specifications before submitting orders.

Supported Configurations and Limitations

Supported Configurations

- **Plus CPE** AKA Included Managed CPE.
- **Basic CPE** AKA Customer Provided & Managed CPE.
- **Class of Service.**
- **Class of Service MACD**

  Ethernet MIS (EaMIS) and PNT (EaPNT) has the capability to modify existing service to Add Class of Service (CoS) – bill impacting, Change the CoS Profile- non bill impacting or Remove CoS- bill impacting. This capability is specific to EaMIS and EaPNT 1 Gig and below service. If you have a customer that currently utilizes EaMIS or EaPNT and your customer needs to Add/Remove CoS or Change the CoS existing profile, the new AMP process will assist with the review and processing of your change orders.

This process requires prior approval. In order to request this service, please engage Technical Sales.

Technical Sales will follow the process outlined in OIL>MIS>Job Aids>

Title: **Ethernet MIS and PNT COS Add/Change/Remove - AMP Process**

- **Contract Terms** of 1/2/3 years.

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Limitations

- **MACDs** are not supported. Changes to port or access require a new order.
- **Baseline access** is not supported during Controlled Introduction.
- **Burstable port speeds** are not supported by ACC Business.
  MARO is not supported during the Controlled Introduction.

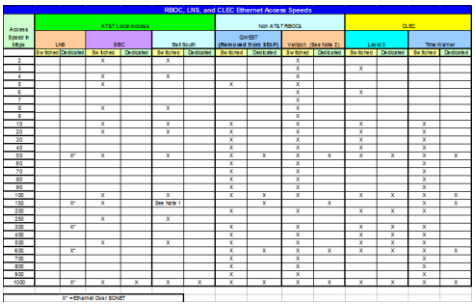
Port and Access Options

Speed Mbps	Electrical interface	Optical interface	
0.5			
1			
1.5			
2	•		
3			
4	•		
5	•		
6			
7			
8	•		
9			
10	•		
20	•		
30	•		
40	•		
50	•		
60	•		
70	•	•	
75			
80	•	•	
90	•	•	
100	•	•	
150		•	
200		•	
250		•	
300		•	
350		•	
400		•	
450		•	
500		•	
600		•	
700		•	← CONTACT ACC BUSINESS
800		•	← TECHNICAL SALES
900		•	← FOR PORT SPEEDS
1000		•	← ≥ 700 MBPS.

Port option
• Acc ss option

Port speed must be at or below Access speed, with minimum data commitment equal to port speed.

Access speed availability is based on regional carrier and specific Ethernet service provider. For a summary, login to SEAP @ http://msd.web.att.com/seap/ then click **Help→Using SEAP for Access Pricing,** and review the PowerPoint file.



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Qualification, Pricing, and Ordering Process

AGENT INSTRUCTIONS

To obtain standard Ethernet access pricing, agents provide their Agent Manager with the following customer information:

- **Customer Service Address**, City, State, and ZIP.
- **NPA-NXX,** which must be a valid LEC area code and exchange at the service address.
- **Ethernet interface type**: electrical up to 100 Mbps, optical above 100 Mbps.
- **Bandwidth** of Ethernet access required.
- **Contract Term**.

AGENT MANAGERS INSTRUCTIONS

Agent Managers obtain Ethernet access pricing returned through the SEAP tool (Standard Ethernet Access Pricing) for locations that meet the following criteria:

1. **Simple Ethernet access** (without diversity options) in the 48 Continental States. Hawaii and Puerto Rico can't be priced through SEAP—contact ACC Business Technical Sales Ethernet Help Desk for assistance. Puerto Rico EaMIS Service will initially have to be priced via OAPI. This will take up to 10 business days for the access quote.
2. **In the Legacy "S" Footprint**, Switched Access up to 500 Mbps and Dedicated Access at 1000 Mbps.
3. **In the Legacy "B" Footprint**, Switched Access up to 1000 Mbps and Dedicated Access at 1000 Mbps.
4. **In QWEST territory** (Non-LNS), Switched Access up to 1000 Mbps.
5. **In Verizon territory** (Non-LNS), Switched Access up to 600 Mbps.
6. **In LNS ON-NET buildings**, outside the Legacy "S" and "B" footprints. Speeds of 50, 150, 300, 600, and 1000 Mbps.

Qualification

Validate the service address and NPA-NXX:

1. **Login to SEAP** @ http://msd.web.att.com/seap/ and look for the 5-step process boxes in the lower left side of the screen.
2. **Click** Step 2 to access CDST.
3. **Enter the Address**, City, State, and ZIP. Select Service as *Data Only*. Click Search.
    a. **If the address doesn't validate** in CDST, contact ACC Business Technical Sales.
    b. If the address found is valid, then click Continue.

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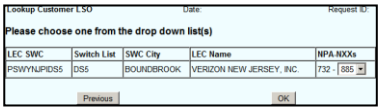
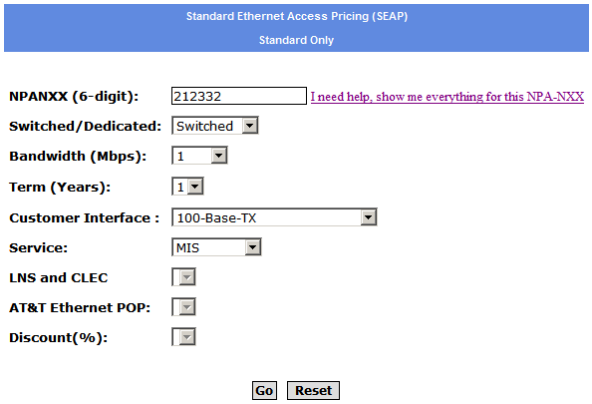
4. **Select the NPA-NXX** at the service address from the drop down menu for the SEAP query. Click OK.
5. **Capture this screen** and save it.

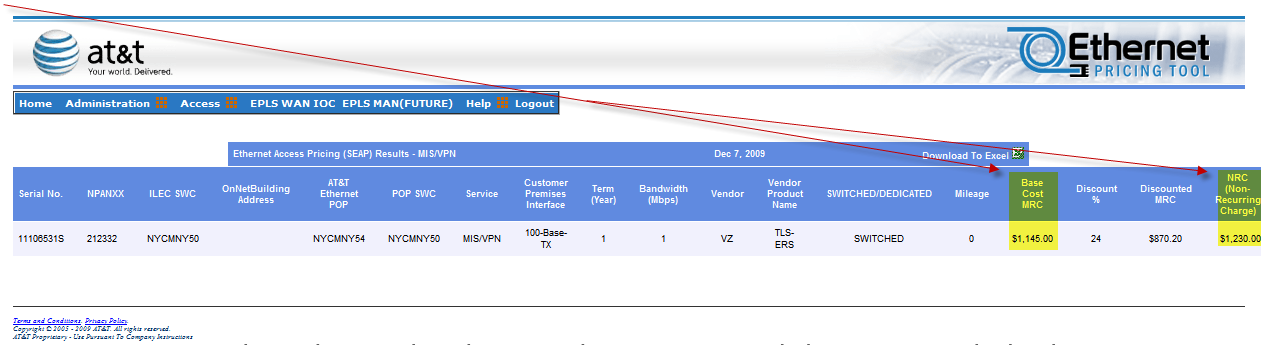


Pricing

1. Return to the SEAP home screen, and click Step 3.
2. Enter the customer site information
   a. **NPANXX:** Enter the area code and exchange validated by CDST.
   b. **Switched**: Select *Switched*, because most EaMIS & EaPNT installations will utilize this technology.
   c. **Bandwidth**: Select the desired bandwidth.
   d. **Term**: Select desired term.
   e. **Customer Interface**: Select *100-Base* for electrical interface or *1000-Base* for optical interface.
   f. **Service**: Select *MIS* or *PNT*
   g. Skip *LNS and CLEC*.
   h. Skip *AT&T Ethernet POP*.
   i. **Discount (%)**: Select maximum discount (*24%*)



3. Click Go. SEAP will generate the results for your search. If no results are returned, contact Technical Sales for assistance.
4. Standard Ethernet monthly and one-time rates will be returned. Two of the last columns labeled as MRC and NRC represent the access pricing.



NOTE: SEAP provides Ethernet local access loop ONLY, and does NOT include the MIS & PNT port prices. Apply standard port rates from the EaMIS & PNT price lists.

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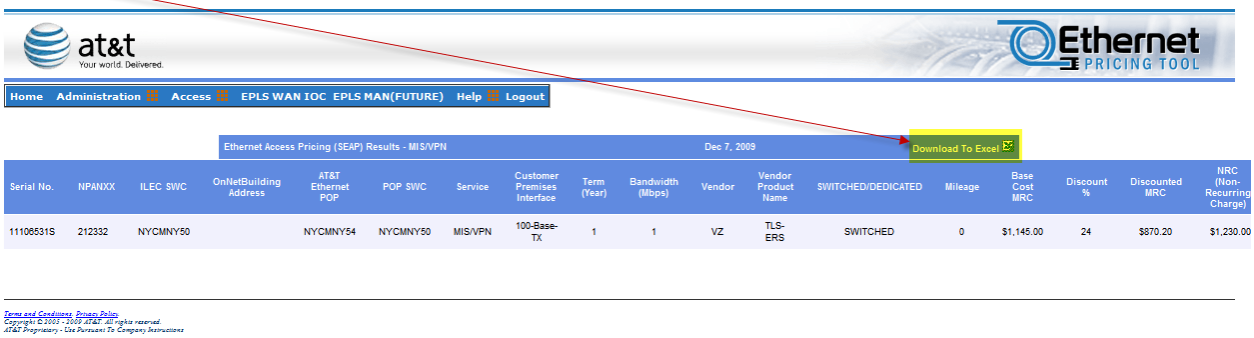
5. Click the **Download to Excel** icon and save the file.



Serial No.	NPANXX	ILEC SWC	OnNetBuilding Address	AT&T Ethernet POP	POP SWC	Service	Customer Premises Interface	Term (Year)	Bandwidth (Mbps)	Vendor	Vendor Product Name	SWITCHED/DEDICATED	Mileage	Base Cost MRC	Discount %	Discounted MRC	NRC (Non-Recurring Charge)
11106531S	212332	NYCMNY50		NYCMNY54	NYCMNY50	MIS/VPN	100-Base-TX	1	1	VZ	TLS-ERS	SWITCHED	0	$1,145.00	24	$870.20	$1,230.00

6. Submit the CDST screen shot and the Excel pricing file from SEAP to ACC Business Special Pricing through SIMPL. Include the following information on the ATQ form:
    a. Whether the quote is for **EaMIS** or **EaPNT.**
    b. **Port speed**. NOTE: Ethernet access (from SEAP) and MIS/PNT port pricing (from price list) are required for a complete customer solution.
    c. **Term**
    d. **Note** that this is a "*EaMIS/PNT Controlled Introduction request*"
    e. Leave fields *Access Speeds* & *Access Facility* blank on the MIS Overview Tab
    f. **All other ATQ information is required** including competitive information and targets (NPA-NXX, service location, etc.)

Ordering

1. Submit port and access pricing returned from SEAP to the customer on the MIS/PNT Pricing Schedule. Agent Managers must submit SEAP quote with the EaMIS/PNT order package. If SEAP wasn't used to quote access, Agent Managers must submit the ICB ATQ, OAPI access price documentation.
2. Submit the MIS/PNT Pricing Schedule, quote letter (if ICB priced) or SEAP quote (if standard priced), and the Order Process sheet with the order package.

Provisioning

Provisioning intervals are longer than traditional access. Standard EaMIS/PNT provisioning intervals are 90-120 days (possibly longer due to network and capacity factors) from the time an order is received in the AT&T work center, not including the upfront facilities check (CO to customer premise), conducted before each order is submitted to provisioning.

For order status, agents and Agent Managers should follow up with the ACC Business MIS Specialist for order status, NOT the PTE.

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Pricing References

Access Pricing

Access pricing guidelines identify target rates for each of the providers and will vary based on service location:
http://custoff-c.kweb.att.com:8405/custdocs/price/offers/Ethernet/Ethernet_Summary.htm

Installation Options and Charges

	Plus CPE		Basic CPE	
Access Interface	Tele-Install	On-Site	Tele-Install	On-Site
Electrical	$1,500 WAIVED	$1,500	$1,500 WAIVED	N/A
Optical	N/A	$1,500	$1,500 WAIVED	N/A

Promotional Pricing

Promotions are listed in the *Active Promotions Summary* on AIM the Agent Information Master website.

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