

4. SERVICES (continued)

4.14 Promotions

(T) From time to time, the Company may elect to offer special promotions to its customers. These promotions will generally consist of a reduced price, a waiver of installation charges, or a free service with a purchase of another service.

(T) Any promotional waiver or discounted rate will apply only one time per customer for each service in any given wire center prefix during the course of the promotional period, subject to prior notification and approval by the Commission.

(N) The Company will provide written notice to the Commission no less than seven (7) days prior to the beginning of each promotion period identifying the promotion and the exchanges within which the promotion will be offered. If facilities permit, all residence and/or business customers will be offered the same opportunity to take advantage of the same terms and conditions under the promotions in which to subscribe to residence or business services.

SERVICES (continued)

4.14 Promotions

4.14.1 Birch Basic Business Line

New customers subscribing to 6 or more Birch Basic Business Lines between November 27, 2000 and February 28, 2001 are eligible for a promotional rate of \$25.00 per line for all lines. This promotion applies only to customers in St. Louis Metropolitan Exchange Area Rate Groups D-Principal, D-MCA 1 and D-MCA 2 as defined in section 3.1.6 and 4.3.3 of this tariff.

Birch Telecom of Missouri, Inc.

2nd Revised Sheet No. 123
Replacing 1st Revised Sheet No. 123

4. SERVICES (continued)

Missouri Public

4.14 Promotions

REC'D JUL 30 2001

4.14.2 Multi-Line Discount and Promotion

Service Commission

Between August 6, 2001 and October 31, 2001, Business customers subscribing to three or more lines or trunks at one service location are eligible for the following promotional offer:

1. A discount of \$2.00 off of the single line or trunk rate that applies to the third and each additional line or trunk for the life of the service as long as three or more lines or trunks are maintained, and

2. Long distance service(1) at:

\$.06 / min	for Outbound 1+ Calls
\$.08 / min	for Inbound Toll Free Calls

Customers currently subscribing to Birch for business lines or trunks are not eligible for this promotion.

4.14.3 Multi-Line Long Distance Promotion

Between August 6, 2001 and October 31, 2001, Customers who currently subscribe to three or more business lines or trunks are eligible for long distance service(1) at the following promotional rates when they agree to an 18-month term pricing plan:

\$.06 / min	for Outbound 1+ Calls
\$.08 / min	for Inbound Toll Free Calls

These rates apply as long as three or more lines are maintained by the customer.

Missouri Public

FILED AUG 06 2001

Service Commission

(1) Long Distance rates apply to calls made within the Continental United States only. All Rules and Regulations found in the Company's Interexchange Tariff, MO PSC No. 1, will apply to long distance services.

Issued: July 30, 2001

Effective: August 6, 2001

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4. SERVICES (continued)4.14 Promotions

4.14.3 ISDN PRI Promotion

(N)

Birch Telecom will offer Customers an ISDN PRI promotion without a term commitment and a waiver of the installation charge. In addition, the reduced monthly recurring rate includes the T1 facility and 23 channels will be incorporated with the promotion. Optional services including long distance, etc. will be offered at current tariffed rates. Business rules and product requirements are unchanged.

Customers that sign up during the promotional period of October 7, 2003 to December 31, 2003 will receive the promotional monthly recurring rate of \$475.00 for a minimum of two years. A contract will be signed to confirm other conditions but no term period is required.

Customers who are unable to participate due to contractual obligations with other service providers are eligible to receive a ISDN PRI Rain Check. The Rain Check entitles them to the promotional price in exchange for signing a contract with Birch Telecom to take ISDN PRI Service upon contract termination with the present provider. Customer will be required to provide a copy of their current contract and the termination date and current charges. ISDN PRI Promotion Rain Checks are valid until December 31, 2004.

To be eligible for this promotion the customer must have their current network access service with another carrier within the Birch Missouri serving area and now wish to migrate their network access service to Birch Missouri.

(N)

Birch Telecom of Missouri, Inc.

Original Sheet No. 125

4. SERVICES (continued)4.14 Promotions

4.14.4 Mighty Mouth Promotion

(N)

Birch Telecom will offer to Customers a Mighty Mouth promotion, which will offer a reduced monthly recurring rate without a term commitment and a waiver of the installation charge. The rate includes all 24-channels and the T1 facility. Optional services including long distance, vertical features, etc. will be offered at current tariffed rates. Business rules and product requirements are unchanged

Customers that sign up during the promotional period October 7, 2003 through December 31, 2003 will receive the promotional rate of \$455.00 monthly recurring charge for a minimum of two years. A contract will be signed to confirm other conditions but no term period is required

Customers unable to participate due to contractual obligations with other service providers are eligible to receive a Mighty Mouth Rain Check. The Rain Check entitles them to the promotional price in exchange for signing a soft contract with Birch Telecom to take Mighty Mouth upon contract termination with the present provider. Customer will be required to provide a copy of their current contract and the termination date and current charges. Mighty Mouth Promotion Rain Checks are valid until December 31, 2004.

To be eligible for this promotion the customer must have their current network access service with another carrier within the Birch Missouri serving area and now wish to migrate their network access service to Birch Missouri.

(N)

PSC MO No. 3

Birch Telecom of Missouri, Inc.

Original Sheet No. 126

4. SERVICES (continued)4.14 Promotions

4.14.5 Integrator Promotion

(N)

Birch Telecom will offer an Integrator promotional credit to Customers for the monthly recurring rate of \$90.00 for the 1st data channel and the installation charge of \$300.00. Additional data channels, local access lines/trunks, features, etc. will be offered at current tariffed rates.

Customers will be required to sign a 2-year term commitment to receive this promotion. The Integrator promotion will be offered from October 7, 2003 through December 31, 2003.

To be eligible for this promotion the customer must have their current network access service with another carrier within the Birch Missouri serving area and now wish to migrate their network access service to Birch Missouri.

(N)

Issued: September 25, 2003

Effective: October 7, 2003

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4. SERVICES (continued)

4.14 Promotions (continued)

4.14.7 PRI Connect Service Promotion

(N)

Birch Telecom will offer to new Customers a PRI Connect Service promotion. The promotion will offer a reduced monthly recurring rate which includes the ISDN PRI facility with 23 B channels and 1 D channel. Optional services including long distance, NFAS, etc. will be offered at current tariffed rates. Business rules and product requirements are unchanged.

Customers, who sign up during the promotional period of April 1, 2004 through June 30, 2004, will receive the promotional monthly recurring rate of \$475.00 for the duration of their contract. A contract will be signed to confirm other conditions and 24-month or 36-month term plan is required.

To be eligible for this promotion the customer must have their current network access service with another carrier within the Birch Missouri serving area and now wish to migrate their network access service to Birch Telecom.

Customers who sign up for the PRI Connect Promotion are eligible for the PBX Connect Service Promotion.

4.14.8 PBX Connect Service Promotion

Birch Telecom will offer to new Customers a PBX Connect Service promotion. The promotion will offer a reduced monthly recurring rate includes the T1 facility and 24 channels as the promotion. Optional services will be offered at current tariffed rates. Business rules and product requirements are unchanged.

Customers, who sign up during the promotional period of April 1, 2004 through June 30, 2004, will receive the promotional monthly recurring rate of \$475.00 for the duration of their contract. A contract will be signed to confirm other conditions and 24-month or 36-month term plan is required.

Customers who sign up for the PBX Connect Service Promotion are eligible for the PRI Connect Service Promotion.

To be eligible for this promotion the customer must have their current network access service with another carrier within the Birch Missouri serving area and now wish to migrate their network access service to Birch Telecom.

(N)

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MO PSC**

Birch Telecom of Missouri, Inc.

Original Sheet No. 128

4. SERVICES (continued)

4.14 Promotions (continued)

4.14.9 Multi-Line Discount Promotion

(N)

Birch Telecom will offer the Multi-Line Promotion to Birch Business Basic Line Customers. The promotion is a \$2.00 per line discount for month-to-month, 12-month term or a 24-month term Customers.

To qualify, the Customer must subscribe to a minimum of three (3) lines at a single location. Customers who subscribe to Birch Basic Business Line Service with 1 or 2 lines at a single location, during the promotion period, will be eligible to receive the discount when the Customer subscribes to a third line at that single location. The discount will apply to the third line and each additional line thereafter for the remainder of the Customer's contract or, until the customer disconnects service or changes to another contract for term Customers.

The promotion is not available to Residential or Smart Biz Customers.

This promotion will be available from April 1, 2004 through June 30, 2004 unless sooner canceled by Birch Telecom.

(N)

Issued: March 25, 2004

Effective: April 1, 2004

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MO PSC

4. SERVICES (continued)

4.14 Promotions (continued)4.14.10 Birch Telecom Conversion Discount Promotion I

(N)

This promotion is for Birch Telecom existing Customers who are converting from an Off-Net product to Integrator Service. A Birch Telecom representative will contact Customers who qualify regarding this promotion. In order to qualify, the Customer must be receiving current discounts from Birch Telecom amounting to less than 25% off of their invoice.

This promotion will offer Customers the choice of four rate plans listed below.

1) Month-to-Month service plan consisting of:

No term plan required

Rates are equal to the current tariff 12-month term Integrator Service rates

Free hunting service

Waiver of the non-recurring surcharge

2) 12-month term plan consisting of:

A 5% discount of current tariff rates for Integrator Service

Free hunting service

Waiver of the non-recurring surcharge

Free Voice Mail

Free Call Forwarding to Voice Mail

3) 24-month term plan consisting of:

A 10% discount of current tariff rates for Integrator Service

Free hunting service

Waiver of the non-recurring surcharge

Free Voice Mail

Free Call Forwarding to Voice Mail

4) 36-month term plan consisting of:

A 10% discount of current tariff rates for Integrator Service

Free hunting service

Waiver of the non-recurring surcharge

Free Voice Mail

Free Call Forwarding to Voice Mail

Customers must subscribe to this promotion by December 31, 2004, unless sooner canceled by Birch Telecom.

(N)

Birch Telecom of Missouri, Inc.

Original Sheet No. 130

4. SERVICES (continued)

4.14 Promotions (continued)4.14.10 Birch Telecom Conversion Discount Promotion II

(N)

This promotion is for Birch existing Customers who are converting from an Off-Net product to Integrator Service. A Birch Telecom representative will contact Customers who qualify regarding this promotion. In order to qualify, the Customer must be receiving current discounts from Birch Telecom amounting to over 25% off of their invoice.

This promotion will offer Customers the choice of four rate plans listed below.

1) Month-to-Month service plan consisting of:

No term plan required

Rates are equal to the current tariff 12-month term Integrator Service rates

Free hunting service

Waiver of the non-recurring surcharge

2) 12-month term plan consisting of:

Free hunting service

Waiver of the non-recurring surcharge

Free Voice Mail

Free Call Forwarding to Voice Mail

3) 24-month term plan consisting of:

Free hunting service

Waiver of the non-recurring surcharge

Free Voice Mail

Free Call Forwarding to Voice Mail

4) 36-month term plan consisting of:

Free hunting service

Waiver of the non-recurring surcharge

Free Voice Mail

Free Call Forwarding to Voice Mail

Customers must subscribe to this promotion by December 31, 2004, unless sooner canceled by Birch Telecom.

(N)

Birch Telecom of Missouri, Inc.

Original Sheet No. 131

4. SERVICES (continued)

4.14 Promotions (continued)4.14.10 Integrator Credit Promotion

(N)

Birch Telecom will offer two promotion options for Integrator Service Customers who sign a 24-month or 36-month term commitment contract. An existing customer may elect to sign up for the promotions if the Customer signs a new contract.

The promotion options are as follows:

Integrated Credit Now Option:

The Customer, who has six (6) or more lines, will receive the first (2) two month's monthly recurring charge waived. The Customer, who has (5) five or less lines, will have the first month's monthly recurring charge waived. The charges include all fees for lines, Internet and features. The waiver will not apply to surcharges, taxes or assessments.

Exception: Customers in Rate Group B, MCA-3 minimum line requirements are (8) eight lines and Customers in Rate Group B, MCA-4 minimum line requirement is (7) seven lines. The Integrator Credit Now Option for Customers, in these two rate groups, will receive only the (2) two month's monthly recurring charge waiver.

If a Customer terminates their contract prior to receiving their credits, the credits will be forfeited. The tariffed term penalties will also apply.

This promotional option will be offered in conjunction with PRI Connect Promotion Credit, PBX Connect Promotion Credit, the Freedom Pack Promotion, the Freedom Pack Plus Promotion or Multi Line Discount Plus Promotion. This promotion cannot be combined with the Integrated Credit Over Time Promotional Option, Web Hosting Value Bundle Promotion or BirchNet VPN Value Bundle Promotion.

(N)

4. SERVICES (continued)

4.14 Promotions (continued)

4.14.10 Integrator Credit Promotion (continued)

(N)

Integrated Cash Over Time Option:

The Customer will receive a 10% Discount on the monthly recurring charge for lines, Internet and features. The discount will not apply to surcharges, taxes or fees. The minimum line requirement for Integrator Service is (6) six lines.

Exception: Customers in Rate Group B, MCA-3 minimum line requirements are (8) eight lines and Customers in Rate Group B, MCA-4 minimum line requirement is (7) seven lines.

If a Customer terminates their contract, the tariffed termination penalties apply. The 10% discount will not calculate into the penalty.

This promotional option may offered in conjunction with PRI Connect Service Promotion Credit, PBX Connect Service Promotion Credit, the Freedom Pack Promotion, the Freedom Pack Plus Promotion, or Multi-Line Discount Plus Promotion. This promotion cannot be combined with the Integrated Credit Now Promotional Option, Web Hosting Value Bundle Promotion or BirchNet VPN Value Bundle Promotion.

If a Customer falls below the product minimums, then the promotion option will no longer be valid and the customer will no longer receive the discount. If a Customer adds a new location to their account, the new location will qualify for the promotion. Only available in Birch Telecom facilities market where the service is offered. This promotion is available for business Customers only. This promotion is effective from July 2, 2004 through September 30, 2004.

(N)

4. SERVICES (continued)

4.14 Promotions (continued)4.14.11 PRI Connect Service Promotion Credit

(N)

Birch Telecom will offer two promotional options for PRI Connect Service Customers, who sign a 24-month or 36-month term commitment contract. An existing customer may elect to sign up for the promotions if the Customer signs a new contract.

The promotional options are as follows:

Credit Now Option:

The Customer will receive the first (2) two-month's monthly recurring charge waived. The charges include all fees for circuit and channels. The waiver will not apply to surcharges, taxes or assessments.

If a Customer terminates their contract prior to receiving their two-month credit, those credits are forfeited. The tariffed term penalties will apply.

This promotional option may be offered in conjunction with Integrator Credit Promotion, the PBX Connect Service Promotion Credit, the Freedom Pack Promotion, the Freedom Pack Plus Promotion or Multi Line Discount Plus Promotion. This promotion cannot be combined with the PRI Connect Service Credit-Over Time Promotional Option, Web Hosting Value Bundle Promotion or BirchNet VPN Value Bundle Promotion.

Credit Over Time Option:

The Customer will receive a 10% Discount on the monthly recurring charge for circuit and channels. The discount will not apply to surcharges, taxes or assessments.

If a Customer terminates their contract, the tariffed termination penalties apply. The 10% discount will not calculate into the penalty.

This promotional option may offered in conjunction with Integrator Credit Promotion, the PBX Connect Service Promotion Credit, the Freedom Pack Promotion, the Freedom Pack Plus Promotion or Multi-Line Discount Plus Promotion. This promotion cannot be combined with the PRI Connect Service Credit-Now Promotional Option, Web Hosting Value Bundle Promotion or BirchNet VPN Value Bundle Promotion.

If a Customer falls below the product minimums, then the promotion option will no longer be valid and the customer will no longer receive the discount. If a Customer adds a new location to their account, the new location will qualify for the promotion. Only available in Birch Telecom facilities market, where the service is offered. This promotion is available for business customer only. This promotion is effective from July 2, 2004 through September 30, 2004.

(N)

4. SERVICES (continued)4.14 Promotions (continued)4.14.12 PBX Connect Service Promotion Credit

(N)

Birch Telecom will offer two promotional options for PBX Connect Service Customers, who sign a 24-month or 36-month term commitment contract. An existing customer may elect to sign up for the promotions if the Customer signs a new contract.

The promotional options are as follows:

Credit Now Option:

The Customer will receive the first (2) two-month's monthly recurring charge waived. The charges include all fees for circuit and channels. The waiver will not apply to surcharges, taxes or assessments. If the Customer orders additional PBX Connect channels during or after the promotional period, the two-month monthly recurring charge will not be waived on the new channels.

If a Customer terminates their contract prior to receiving their two-month credit, those credits are forfeited. The tariffed term penalties will apply.

This promotional option may be offered in conjunction with Integrator Credit Promotion, the PRI Connect Service Promotion Credit, the Freedom Pack Promotion, the Freedom Pack Plus Promotion or Multi-Line Discount Plus Promotion. This promotion cannot be combined with the PBX Connect Service Credit-Over Time Promotional Option, Web Hosting Value Bundle Promotion or BirchNet VPN Value Bundle Promotion.

(N)

4. SERVICES (continued)4.14 Promotions (continued)4.14.12 PBX Connect Service Promotion Credit (continued)

(N)

Credit Over Time Option:

The Customer will receive a 10% discount on the monthly recurring charge for circuit and channels. The discount will not apply to surcharges, taxes or assessments. If the Customer orders additional PBX Connect Service channels after the promotional period, the discount will be applied the new channels.

If a Customer terminates their contract, the tariffed termination penalties apply. The 10% discount will not calculate into the penalty.

This promotional option may offered in conjunction with Integrator Credit Promotion, the PRI Connect Service Promotion Credit, the Freedom Pack Promotion, the Freedom Pack Plus Promotion or Multi-Line Discount Plus Promotion. This promotion cannot be combined with the PBX Connect Service Credit Now Promotional Option, Web Hosting Value Bundle Promotion or BirchNet VPN Value Bundle Promotion.

If a Customer falls below the product minimums, then the promotion option will no longer be valid and the customer will no longer receive the discount.

If a Customer adds a new location to their account, the new location will qualify for the promotion. Only available in Birch Telecom facilities market, where the service is offered. This promotion is available for business only.

This promotion is effective from July 2, 2004 through September 30, 2004.

(N)

Birch Telecom of Missouri, Inc.

Original Sheet No. 136

4. SERVICES (continued)4.14 Promotions (continued)4.14.13 Multi-Line Discount Plus Promotion

(N)

Birch Telecom will offer the Multi-Line Promotion to Birch Business Basic Line Customers. The promotion is a \$1.00 discount per line for the Customer who signs up for the promotion. To qualify, the Customer must subscribe to a minimum of three (3) lines at a single location. Customers with three (3) or more lines will be credited the discount per line beginning at the first line and the discount will be applied on all eligible lines. BirchNet DSL lines are not eligible for this promotion. Birch Telecom will not assess the non-recurring charge to the Customer's account during the promotional period.

New Customer will be required to sign a 24-month term agreement. Current month-to-month Customers requesting the promotion will be required to sign a 24-month term agreement. Current term Customers requesting the promotion will be required to sign a new 24-month term agreement

This promotion will begin on July 2, 2004 and run until September 30, 2004 unless sooner canceled by Birch Telecom. Promotion cannot be combine with Freedom Pack Promotion or Freedom Pack Plus Promotion. This promotion is not available to Residential or Smart Biz Customers

(N)

4. SERVICES (continued)4.14 Promotions (continued)4.14.14 The Freedom Pack Promotion

(N)

Birch Telecom will offer the Freedom Pack Promotion to Customers, who purchase a minimum of three (3) lines, a block of 200 long distance minutes and five (5) to seven (7) features, for a \$2.00 monthly recurring charge.

New Customers will be required to sign up for a 24-month term plan. Existing term Customers will be required to renew with a 24-month term plan. Existing month-to-month Customers will be required to sign a 24-month term plan. Birch Telecom will waive the non-recurring charge for existing Customers who sign up for this promotion. The Freedom Pack will not be available for resale Customers.

Birch Telecom will offer the Customer a choice of features that are listed in Section 4.5.8.B.7 of the Missouri PSC Tariff No. 3. The Customer may choose a minimum of five (5) features to a maximum of seven (7) feature for each line. Any additional features will be billed to the Customer at the tariffed rate.

The block of 200 long distance minutes will be pooled at the service location level and are mandatory on all eligible lines at the service location. BirchNet DSL lines are not eligible for this promotion. The long distance minutes will be determined by the number of lines with the Freedom Pack, times 200 minutes.

This promotion will begin on July 2, 2004 and run until September 30, 2004. Promotion cannot be combine with Freedom Pack Plus Promotion or Multi-Line Discount Plus Promotion.

(N)

4. SERVICES (continued)4.14 Promotions (continued)4.14.15 The Freedom Pack Plus Promotion

(N)

Birch Telecom will offer the Freedom Pack Plus Promotion to Customers, who purchase a minimum of three (3) lines, a block of 500 long distance minutes and five (5) to seven (7) features, for a \$3.00 monthly recurring charge.

New Customers will be required to sign up for a 24-month term plan. Existing term Customers will be required to renew with a 24-month term plan. Existing month-to-month Customers will be required to sign a 24-month term plan. Birch Telecom will waive the non-recurring charge for existing Customers who sign up for this promotion. The Freedom Pack will not be available for resale Customers.

Birch Telecom will offer the Customer a choice of features that are listed in Section 4.5.8.B.7 of the Missouri PSC Tariff No. 3. The Customer may choose a minimum of five (5) features to a maximum of seven (7) features for each line. Any additional features will be billed to the Customer at the tariffed rate.

The block of 200 long distance minutes will be pooled at the service location level and are mandatory on all eligible lines at the service location. BirchNet DSL lines are not eligible for this promotion. The long distance minutes will be determined by the number of lines with the Freedom Pack, times 200 minutes

This promotion will begin on July 2, 2004 and run until September 30, 2004. Promotion cannot be combine with Freedom Pack Promotion or Multi-Line Discount Plus Promotion.

(N)