

SUNCOM Customers and Contracts

This is for illustrative purposes only, is not a guarantee of future purchases, and is not a solicitation of services

SUNCOM Customers by Revenue – 2016

Customer Category	Centrex*	STEPS*	Toll-Free*	VoIP*	Long Distance	SIP Trunking	Audio Conf.	Web Conf.	Video Conf.	Totals
State	\$10,094,666	\$11,692,215	\$6,833,324	\$4,669,786	\$1,398,642	\$1,041,063	\$585,684	\$309,793	\$0	\$36,625,173
County	\$3,282,341	\$141,419	\$69,199	\$576,545	\$458,354	\$92,842	\$13,929	\$12,350	\$0	\$4,646,979
School	\$4,207,062	\$0	\$1,804	\$141,961	\$186,277	\$22,456	\$867	\$892	\$0	\$4,561,319
City	\$3,055,436	\$0	\$5,006	\$793,016	\$121,858	\$17,349	\$2,195	\$4,250	\$0	\$3,999,110
Nonprofit	\$2,557,652	\$261,866	\$464,636	\$106,935	\$308,144	\$10,410	\$86,469	\$173,068	\$0	\$3,969,180
University/ Colleges	\$1,453,902	\$12,190	\$22,822	\$7,425	\$281,788	\$53,552	\$54,317	\$2,945	\$0	\$1,888,941
Courts	\$44,692	\$10,882	\$1	\$208,172	\$732	\$0	\$6,620	\$196	\$0	\$271,295
Library	\$19,382	\$0	\$57	\$72,999	\$875	\$0	\$0	\$0	\$0	\$93,313
Total	\$24,715,133	\$12,118,572	\$7,396,849	\$6,576,839	\$2,756,670	\$1,237,671	\$750,081	\$503,494	\$0	\$56,055,310

*Includes Contact Center Services
Conf. = Conference

SUNCOM Voice Services Revenue – 2016

January 1 – December 31, 2016

Customer Category	Total Voice Revenue (2016)	% of Total Revenue
State (26)	\$36,625,173	65.34%
County (67)	\$4,646,979	8.29%
School (47)	\$4,561,319	8.14%
City (174)	\$3,999,109	7.13%
Nonprofit (343)	\$3,969,180	7.08%
University / Colleges (44)	\$1,888,941	3.37%
Courts (all)	\$271,295	0.48%
Library (3)	\$93,313	0.17%
Total	\$56,055,309	100%